OFFICE OF THE NATIONAL RECOVERY ADMINISTRATION DIVISION OF REVIEW

A STUDY OF OPEN PRICE FILING IN THE ELECTRICAL MANUFACTURING INDUSTRY

Ву

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with the assistance of

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WORK MATERIALS NO. 78



APPENDIX A, PART 8

Section B

RADIO RECEIVING TUDES

Legend for Details of Terms

Discounts and Customer Classifications of

Appendix B Part 8 Section A

Chronological Chart

W. S. Dept of Commerce 2/23/38

RADIO RECEIVING TUBES

Œ.	А	5% For prompt report and 5% In Lieu of replacements			
	Al	Discounts Quantity Annual sales list value \$ 4500.00 to 10000.00 10000.00 to 25000.00 25000.00 50000.00 Over 50000.00	Basic 46.5% 47 47.5	Prompt Payment 5% 5 5 5	
	A2	Annual sales in units Under 1000 Tubes 1000 to 2500 " 2500 to 5000 " 5000 to10000 " Over 10000 " Payments 5th of following	Basic 37% 38 39 40 41 month.	Prompt Payment 5% 5 5 5 5 5	
	A3	Annual sales in units Less than 50,000 50,000 to 150,000 150,000 to 250,000 250,000 to 400,000 Over 400,000 Payments 12th day of each	Basic 43% 45 46 47 48 h month.	5% 5 5 5 5 5	Turn Over 3% 3 3 3 3 3
	Ad	Annual sales in units Under 10,000 10,000 to 25,000 25,000 to 50,000 Over 50,000 Payments 12th of following	Basic 49% 50 50% 51 month.	Prompt Payment 5% 5 5 5 5	Turn Over 3% 3 3 3
	A5	Annual sales list Under 4500.00 4500 to 8400.00 8500 to 20000.00 20000 to130000.00 130000 to260000.00 Over 260000.00	Dasic 49,5 50 51 52 52.5 53	Promot Payment 5% 5 5 5 5 5	Turn Over 3% 5 3 3 3 3
	A6	Added Discounts 1% From list for payment before 12th of next 1% Additional for report next month. 41% For (3) Three time 42% For (4) Four time	month. rt and p turn ove	ayment on or befo	
	A7	Suggested Resale Open Ac Less than 130.00 yearly 180.00 to 600.00 yea Over 600.00 "	40	-10,5 ignment 40-10% " 50%	

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В.
               Discounts Declers Open Account
                   5% in 1 ts of 50 Tubes
                            11
                                      100 11
                  10
                  10-10
                                     200 " r m re
                 10-10-5 "
                                    500 #
Bl
              Retailers Open Account or Consignment
                 List Per Conth Basic Special Less than 25.00 40% 5% 25.00 to 49.99 44 5
                    50.00 to 74.99 : 46
                                                      5
                                                      5
                                         48
                    75.00 or ever
                  1200 yearly contract 51
3400 " " 50-10
                                                      5
               Desclers Discount
Less than (2) two time
              Tholesalers Discount
                                             Turn Over
BZ
                                              59-1-1%
                    F-r (2) Do
                                                60-1-1
                     For ((3) Do
                                                61-1-1
              Supplemental Compensations
               15 For payment with a mpleted report on or
                   before 22nd of following month. Also
                15 For preliminary report and payment before
                   the 12th.
                Plus 2 for serving dealers was purchase 1200.00
                list value per year.
               Note: The foregoing for New York Area.
B3
               Wholesalers serving Retailers
                  (Except New York Area including Northern New Jersey)
                 Less than (3) Two time Turn Over 58-1-1
                       For (2) Two do
                                          do.
                                                  59-1-1
                                          do 60-1-1
                       For (3) Three do
               Supplemental Compensations
               1% From list for payment with completed report
                 on or before 22nd of next month.
               15 Additional for preliminary report and remittance
                   before the 12th
               Plus 25 from list for serving all de lers accounts
               purchasing ver 1200.00 list value per year.
B5
               Discounts East of Rocky Mountains
                                                        50-10-10-7층
                  Small jobber
                  Large jabber Over 20,000 tübes venr 50-10-10-10-5
                                                        50-10
                  Su rested to denlers
               Discounts West of Rocky Mountains
                                                        50-10-10-7등
                  jobbers
                  Denlers (suggested)
                                                        50
                                                        50~10~10~7층
                  Private Brands 2000 unit orders
                                                        50-10-10-10-75
                  100,000 Tubes or more per year
                  49 in lieu of returns-monufacturers
                     option
                                                        50-10-10-75
                  Department stores or chains
                  Terms 2/10 2/30 - P.P. on 50 or more
                  tubes
```

```
36
          Net Frices to Meil Order Houses
                                            $.48. 2/10 n/30 f.o.b.
                                                                   Plant
                       Department Stores
                                            .52
                                                     do
                                                             do
                                                                   N.Y.C.
          Special Brand Chr.in Stores
                                             .55
                                                      do
                                                             11
                                                                   Plant
          Manufacturers
                Brand Chain Stores
                                             •52
                                                     do
                                                                   Plant
          Class A Manufacturers 2,000,000
          tubes per year
                                                    N.Y.C. N.D. Plant
               Payment 10th and 25th of month
          Class E H nufacturers 1,000,000
          or over
          Terms of sale - Payment to be made
          when manufacturers! customers pay him.
          F.O.B. Newark.
B7
          Jobbers sold on Consignment .
                The reconsign Stock to Dealer
            Discount Jobber
Decler
                                    - 38-35-10
                                     38-10
            Terms 2% on report of siles inventory - P.P.
B8
       - Radio retailers - Net prices - Viz 2525 - $.72
              Bonus Plan - As Basic
                                                      89
          Types 6B7 2A6 34 35 85 75 55 41 46 42 56 2B7
         . 5 Tubes as selected with order for 50 Tubes
                                    11 11 100
                  (1 of each type)
                  3 11 11 11
           36
                                     11
                                          11
                                             250
                   7 11
           84
                         -11
                              11
                                     11
                                          11 500
          180 " 15 " . " " "
                                    - 11
                                          1 1000
             Terms 2%.10th Prox. F.O.B. Chicago
BlO
          Dealers sold open account Prices - Terms
           Retail Chain Stores Private Brand
            One chain store sold on the following basis:~
           Types
                Fet Types Het
                                       Types Net
           Ola
                  $.29
                        24
                                       26
                                $.45
                                              $.32
          27
                  .31
                         35
                                .45
                                         45
                                             .34
          47
                   .45 71A
                                 .36
                                         08
                                               .30 -
                                         99X
                                              •66
          Terms 25 30 days F.O.B. Customers Store
           (R.) (SM)
          Retail Chain Stores (1) one Sold as Follows
Bll
          Types . Met Types Met Types Met Types Met
           24
                  $.44
                         26 $.325 27 $.315
                                                   45
                  .44
                         71A .37 80
                                            •305
          Terms net 10 days - f.o.b. factory (Frivate Brand)
          Excise tax paid by manufacturer
B12
          Set Manufacturers Purchasing 1,000,000 to 3,000,000 Tubes Yearly
             All sources Net Price as less 1,000,000 Tubes
             Open Account or consignment
             Terms of pay - Open account - 2% 10th and 25th
                          Consignment. - 25 10th and 25th on
            tubes reported on 1st and 15th as being withdrawn
9822
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B12 From consigned stock.

(Cont'd) 25 20th on tubes reported on 15th as being shipped in sets during preceding month.

- Jabbers Sold on Open Account
 Terms 2% for cash on 15th prox. or 60 days T-AHe interest issued on 16th prox.,
 On direct f ctory shipments to jobbers located in the
 States of Idaha, California, Oregon and Washington.
 Shipment made between the 22nd and the end of the month,
 the following terms:- 2% for cash on the 15th of the
 second month.
- Bl4 Dealers (Open Account) Retail Chain Stores
 Mail order houses, syndicate butters, cat log houses
 Het Prices Viz 2825 \$.60
 Terms 2/15 prox. net 30 days (FI) (R)
- Dealers Whose Requirements are in Excess 1,000,000 Tubes per year. (Open Account)

 List at net prices Viz 2525 \$.50 per tube.

 7. Discount in lieu of replacements

 5% Excise tax added unless certificate of exemption is furnished.

 Terms 35 50 days f.o.b. destination

 An amount approximating 5% allowed on sales promotion
- Declers Whose Requirements are Between 100,000 and 1,000,000 tubes per year.

 (Open Account) Met Prices Viz 2525 \$.52

 55 Illowable in lieu of replacements.

 55 Excise tax added unless exemption certificate is furnished.

 Terms 25 10th prox. f.s.b. destination.
- B17 Dealers (Open Account) Loss 10 ,000 per year.

 Het Prices Viz 2525 \$.60 per tube.

 5% Allowance in lieu of replacements

 5% Excise tax to be added unless Exemption Certificate is supplied.

 Terms 2% 10th prox. f.o.b. destination.
- Dealers (Open Account) Whose Requirements Are Supplied At A Discount From List In Accordance With Established Practice (Large or Exceptional Retailers) 50-10-5% From list price Viz 2525 52.00.

 All other dealers Terms D: 15th prox. net 30 days prox. Maximum 50-10 From List Viz 2525 52.00

 Minimum 40%

 Discount determined by volume.

 f.o.b. destination on 50 tunes or more.
- B19 Set Manufacturers, Requirements less than 1,000,000 per year.

 Open Account For Original I stallation.

 Met Prices Viz 2525 \$.50 per tube.

5% Excise tax to be added unless Certificate of Exemption is furnished.

Terms 25 10th prox. f.o.b. destination.

B20 Set Manufacturers (Open Account or Consignment)
Original Installation Requirements
Excess 1,000,000 per year.
Het Prices Viz 2525 \$.48
Terms 25 10th prox. f.o.b. destination.

Excess 1,000,000 per year.

Wet Price Viz 2525 \$.49

Excise tax 5% added unless Exemption Certificate is supplied.

Terms 2% loth prox. f.o.b. destination.

The following types sold at a discount.

50-10-10-5 from list prices each type

Type L.P. Type L.P. Type L.P. Type L.P.

01A \$.60 26 \$.65 27 \$.70 45 \$.75 71A \$.75

B22 Jobbers

Open Account all territories except New York
Open Account or consignment Pacific Coast
50-10-10- From list prices. Viz 2525 \$2.00
Additional discounts for volume purchases.

3100.00 List any collender month 1/3 200.00 " " " " " 2 300.00 " " " " " 3 400.00 " " " " 4 500.00 " " " " " 5

At manufacturers option - 5% allowed lieu replacements. Terms 2% 15th prox., net 30 prox. F.O.B. destination 50 tubes or more.

B23 Jobber (Open Account) New York Area 50-10-10-10 from list Viz 2525 \$2.00 5% Allowance in lieu replacements.

Terms 2% 15th prox., net 30 prox.

F.O.B. destination 50 tubes or more.

B24 Jobbers (Consignment) Not New York Area
Not Pacific Coast Territory

38-25% from list prices Viz 2525 \$2.00.
5% Allowed in lieu replacements.

Terms 5% prompt report and prompt payment.

F.O.B. destination 50 tubes or mare.

B25 Jobber Dealer (Consignment)
Discounts Basic Prompt Payment Turn Over
50-10% 5% 5% 5%

5% allowable in lieu replacements.

Terms 15th day of the following month.
F.O.B. destination

Jobber Consignment, Mot Pacific Coast B26 50-10-10 from list prices. Viz 2525 \$2.00 26 Additional prompt report and prompt payment. 5% Allowable in lieu replacements. F.O.E. destination. B27 Dealer Consignment Basic Prompt Payment Maximum 50-5 5% inimum 40 5 List - Viz 2525 \$3.00 Terms 5th day of following month F.O.B. destination. B28 Jobbers Sold On Consignment (1) Who resell to dealers on open account. Whore list is under \$2.00 40-25-105 Where list is \$2.00 and over 40-25-5% (2)Who consign stocks to dealers Where list is under \$2.00 38-25-10 Where list is 82.00 and over 38-25-5B29 Jobbers Sold On Open Account Where list is under 2.00 40-25-10% Where list is \$2.00 and over 40-25-5 Prices include excise tax and delivery costs Terms 25 10 days net 30 days. B30 Jobbers Sold Consignment Who Consign Stocks Discounts to Dealers Jibber 38-25-10 Dealer 38-10 Terms 25 on report of sales inventory Dolivery P.P. Tax included in price. C Jobbers Sold On Open Account Net Prices Per Tube Plus (a) $2\frac{1}{3}$ % Additional Billing is \$100.00 any Month or 5 " 200.00 do Plus (b) 5 " " 350.00 do Note: (a) (b) Discounts given in form of credit at end of month and youly to that months purchase only. Both 23% and 5% (a) connat be eight at same time. **C6** Special Bonus Tlan - California. Dealer - Finimum vehrly purchases of 300 tubes Out right sales only will earn 9 tubes Haximum yearly purchase not loss than 3600 tubes Out right sales only earns 254 tubes Based upon retail value of \$1.00 per tube. C7 Jobber - Minimum 1% yearly sales must total at least 6000 tubes. Maximum 5, yearly sales must total at least 25,000 tubes

Out right sales only.

D Jobbers Sold On Open Account Terms 25 15th prox. (Plus 23% for \$300.00 my month. 600.00 # # or 5 li . 600.00 II Plus 5% class A whose sales efforts are devoted to sales of Company #12 tubes. Note: Both 25% and 5% A cannot be earned at same time. Distributor - Dealer - Consignment - 5% prompt report Dl and payment. DS Set Manufacturer - Jobber Distributor - Dealer - Open Account 2/10/30 - 2/10 net 30. Distributor - Jobber - Modified Consignment - 40-25-5-29 D3 Out right sales - 120 day trade accept - Initial Shipment 90 " 11 " on subsequent " Jobber - Dealer 2/10 net 30 - 90 day trade accept D4depending won credit risk. D5 Set Monufacturers - Open Account Installation Less 1,000,000 tubes per year. 2/10 prox. - Jobber - Dealer -Open Account - Large Retailer. D6 Distributor - Consignment - 2% Prompt Performance. D7 Dealer - Consignment - Met Dealer - Jobber - Purchasing Special Brand Tubes D8 Open Account 2/10/60 Dealers purchasing over 600 tubes per year 7% off D9 Dealer Base Price. Dlo Dealers whose volume garrants jobber price 25% off Dealer Base Price. Dll Special Distributor - One (1) Account in U. S. 2% - 90 days. All or any stock on hand shipped within six (6) months. Subject to return for full credit at action of customer. (Commission 7 % net invoice value) D12 2% - 10 days - Private Brand - All Classifications GL G2 G3. D13 2% - 10th and 25th - net 30 days Jobbers - Open Account - Set Manufacturers Freight P.P. 100 tubes or more -f.o.b.plant for less.

- D14 Dealer or Jobbers Purchases of Special Brand Tubes 100,000 or more per year - Net Price Sheet 1350 Viz 2525 \$.52 net.
- D15 Less.than 100,000 per year Het Price Sheet 1430 Viz 2525 \$.57 net.
- D16 Withdrawing Quotations D14 E15
- D17 5 Siles From tion Dealer Distributor Jobber
- D18 2 prom. Department and Chain Stores Dealers Base Price.
- D19 25 Cosh Large Retail and Chains List Prices
- D20 Heat Cash Check with order or COD f.o.b. Chicago Franchise Distributor.
- D21 ' 2% C sh Discount on Sales Reported Before 12th of Month Dealers and Jobbors sold on consignment.
- D22 2, C sh Discount Detlers Open Account
- D23 25 10 days Jobbers O en Account Set Hanufacturers
- D24 Excisé tox included in price Jobber Open Account Large retailer Dealer
- D25 Privite Brands
 Chtin Stores 100 or more outlets. Met prices
 Viz 2525 \$.62.
 25 10 days f.o.b. flatory East Hewark, M. J.
- D26 Jobbers Forder Large Retailer Open Account or Consignment
 23 10th -15 prox. (F6) (D24) (D27)
- D27 Regular Replacements With Option Of 4\$ Allowance In Lieu Of Replacements.
- D28 Chain : Stores Hail Order Houses
 Any Brand 7/23/34
 Viz 2525 \$.56 net Change in prices
- D29 2% 15th prox. net 30 days Dealer Jobber Sold Open Account.
- D30 Het Cish Douler or Jobber (Consignment) Upon report of inventory
- D31 Replacement Policy

 Defective tubes may be returned for adjustment or replacement in accordance with our regularly established policy, which provides a guarantee as inst defects in a terials or workmanship for a period of six months.

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Determination of the six months guarantee period
          is provided by etching, in chae, the date of
          manufacture on the base of the tube.
D32
          Jobbers Sold On Open Account .
             Terms (Revised). 25 For cash on 15th prox. or 60 days.
             Trade acceptances. Ho interest issued on 16th prox.
          Consignment Depler Regular Discount 38-5%.
D33
          745 For prompt report and prompt payment.
D34
          Dealers - Jobbers - (Consignment)
             26 Prompt report and payment.
          Replacement Allowance 5" in lieu of replacements
D35
             Dealer (Lurge on exceptional retailers) - Out
             right sales.
             Jobbers (consignment) (Not New York Area or Pacific Coast)
             Jobbers (Out Right) in New York Area.
             Jobbers (Out Right) Not New York Area, all others.
             Jobbers (Out Right or Consignment in Pacific Coast)
D36
          Jobbers Open Account → Sumplementing previous filing
             Terms 25 90 days Special Stock
             Orders for immediate shipment and billing
             few instances limited period.
          Set Munufacturers - Less 1,000,000 per year.
D37
             Wet Prices Viz 2525 $.37 tube.
             Excise tax 5% to be added unless Exemption Certificate is
             supplied.
             Terms 23 10 days net 30 where credit is O.K.
             Terms 25 if Paid on 25th invoiced 1st to 15th.
                  20 " " " 10th " 16th to 31st.
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Terms 25 if Paid on 25th invoiced 1st to 15th.

2% " " 10th ". 16th to 31st.

Or 2% 10th prox. - not 30 prox.

2% 15th of second month following date of delivery, extended to (1) one account.

Replacement 5% regular - f.o.b. destination.

D38

Set Manufacturers 1,000,000 to 3,000,000 tubes per year.

Met Prices Viz 2525 3.54

Terms - 2% for shipments - 1st. to 15th phyable 25th

of same month.

2% shipments 15th to end of month phyable

10th of following month.

Excise tax added unless certificate of exemption is furnished. - f.o.b. destination.

D39 Set Manufacturers - Less 1,000,000 tubes yearly Terms payment 10th prox.

E Quantity Discounts:

Class A 1 to 20 tubes per month 40-10-5%

B 21 to 100 " " " 50-5

C 101 to 200 " " " 50-5-5

Class D 201 to 500 tubes per month 50-10-5

"E to dealers who are classified 50-10-10
as jobbers by tube manufacturers.

Hail Order Houses

Het Prices Viz 2525 \$.48 tube.

Excise tax to be added 5%

Terms 2% 10 days net 30 days

Department Stores

Net Prices Viz 2525 \$.52 tube

Excise tax 5% to be dded

Forms 2% 10 days net 30 days. (Cartons furnished and included in price)

F. O. I. Hew York.

E12 Chain Stores - Special Brand
Het Prices Viz 2525 \$.55 Tube
Excise tak included in price
Terms 2,3 loth net 30 days
T.O.B. Hewark, N. J.

El3 Chain Stores - Mational Union Brand
Het Price Viz 2005 \$.52 tube
Excise tax to be added.
Terms 2% 10th net 30 days
F.O.B. Newark, N. J.

El4 Set M nuftcturers Class A 2,000,000 or over per year Tet Prices Viz 37 \$.35 tube

Excise tax to be added

Mo cartons furnished

Terms Net - no discount 10th and 25th of month
F.O.B. Newarls, M. J.

El5 Set Manufacturers Class E Over 1,000,000 per year.

Net Prices viz 37 \$.31 2525 \$.48

Excise tax to be added

Tubes shipped in Hidgie "rappers

Terms: Payments made when customer of Set Manufacturer makes payment to him for sets.

No cash discount. f.o.b. warehouse.

E16 Super - Depler - (Large Volume Accounts)
Limited in number consignment
Discount 33-25-10/
Terms -2% on report inventory
Excise tox included in price
Curtons furnished - included in price
Delivery P.P.

F.O.B. Destination - Set Manuf cturers - distributors

Jobber - Dealer - Open Account

or Consignment.

- F2 F.O.B. Plant Freight allowed destination Set Manufacturers 1 M
- F3 F.O.B. Jersey City Chicago San Transico.
- F4 P.P on order 50 tubes or more F.O.3. Plant for less.
- F5 Delivery Charges probable Jobber Consignment
- F6 F.O.B. Destination 50 tubes or more Set Hamufacturers.
- F7 Propaid any quantity Dealer or Jebber (Consignment)
- F8 F.O.3. Warehouse (Newark Chicago Atlanta Dallas San Fransico Los Angeles.)
- F9 Jobbers sold Open Account Paid on 100 tubes or more.
- Gl No quality specifications, unbranded, f.o.b. factory.
 Not over 2% allowance in lieu of replacements.
 Het 30 days. 12 types Viz OlA \$.19
- G2 Special quality specifications, Branded, delivered.

 Regular (R) replacements.

 23 10 days Viz OlA 8.21
- G3 Quality specifications, branded, delivered.

 Regular (R) replacements.

 23 10 days Viz OlA \$.25
- Jobbers Sold On Open Account
 50-10% List on all types. Except those
 listed at \$.59 and \$.69.
 50-10-5 List all types listed at \$.59 and \$.69
 Quality discount 5% off not invoice value on
 \$.59 and \$.69 types only when such types, are
 Purchased assorted in lots of not less than
 1000 tubes (1) one delivery
 Terms 2% lst and 25th, not 30 days.
 Prepaid on 100 tubes or more. Plant for less
- H Ho change made by manufacturers
- K Direct factory shipment made to Jobbers in States of California Oragon and Washington nade between 22nd and 31st.
 2% for cash 15th of second month.
- L Semi-Consignment in Buffalo New York City and Detroit to be discontinued Prior to 12/31/33.

Consignment New York Area - Sea Board - : M

Class A - 40-5% Plus 5% if collections equal \$20 a 30 (day

3 - 40-10 " 5 " " 40 " " (Period. C. - 40-10-5 " 2 " " " 50 " "

D - 50-5-5 Dealer entitled to Jobber price.

E = 40-25-5 as D selling over 12,000 per year. Propaid any quantity - Met Cash report inventory.

0 Dealers Sold On Consignment:

Class A 40-105 " B Average yearly Turn Over \$200.00 50 C 11 11 11 11 300.00 50-5-5 2% Promot payment.

- P.B. On Private Brands, where a bona fide order for 100,000 or more tubes, to be used within a year - An extra discount of 10
- R Regular replacement policy will prevail with option of 3 allowance in leiu of replacement.
- S Set Hamufacturers - Initial Equipment Up to 50,000 tubes yearly 5,3 50,000 to 150,000 " " 10 150,000 to 300,000 11 11 15 11 11 30 300,000 Over
- SII 5% Excise tax to be added to invoice unless Certificate of Exemption (Internal Revenue) is furnished.
- SP Standard packing - 50 tubes or more
- \mathbf{T} Jobber and Dealer Sold On Open Account.
- V In all territories except Pacific Coast 2% additional for prompt report and payment.
- X Tholosale agents are offered option of terminating their agency agreement Viz - Purchase of their consigned stock balances as 4/1/35 List less 50-10-12 - 2/10 Proviso - Agents assure responsibility to their surved agents.
- XRetailers served direct, are offered an option of terminating their agency agreement Viz - murchase of consigned stock belance as of 4/1/35 at list less 50-10-2 % - 2% 10 days.
- Y Consignment Other Than New York and Pacific Coast.

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Pacific Coast - Out Right or Consignment
Z
        13 If purchases are $100.00 are worth.
               11 11 200.00 11 11 ...
                       11 500.00 II II
11 200.00 II II
        3 11
                  11
                • 11
                11 11 - 500.00 11
           Hanufacturer 1 Colifornia Agency
      Set Manufacturers - net - list 1350 - 5% Commission (Less)
P
      Jobbers - 40-25-10 - 2% 15th prom on current months
1.
         sales - f.o.b. Los Angeles 15% Commission
      Set Hanufacturers
           (1) 2% for payment on 10 - 25 of month or
           (2) 2 " " " 10 prox " " " " (3) 2 " " " 15 prox " " "
     Dualor - Consignment - Nor York Aron
              Loss than $350 yearly 40-105
       $350 - 700 " 50 .
* Jobber - Consignment - 33-25-5
         Het Cash Inventory report
         Propaid any quantity D5
      5, For proport and payment.
0
      5% For turn over.
      Toums for Set Hanufacturers with strong credit.
       (1) 2% Invoiced 1st to 18th if paid on or before 25th
             2 " 16th to 51st " " " 10th prox
            2 Prom. net 30 days
      or(2)
             2 15th of 2nd month after date of delivery
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to (1) one account only.

APPENDIX A, PART 9

SOCKETS

Chronological Record of Price Filings by Companies

COMPANY #1 - (INCOMPLETE LINE)

1st Filing

2nd Filing

January 13, 1934..... Effective January 23, 1934. New filing discontinues two items.

3rd Filing

February 2, 1934...... Effective February 4, 1934. Downward revision in price of five sockets to meet Company #18 filing filed 2/1/34 and effective 2/4/34.

4th Filing

March 29, 1934..... Effective April 2, 1934. General downward revision of prices and quotation of net price per hundred to meet competition of Company #18.

5th Filing

May 26, 1934...... Effective June 5, 1934.

Downward revision of one socket to medt competition of Company #32 and Company #13, filings of 5/14/34 and 5/21/34.

6th Filing

February 20, 1935 Effective February 25, 1935. Effective date of price change on item mentioned above.

COMPANY 772 - (Complete Line)

1st Filing

December 12, 1933...... Effective December 13, 1933.

List prices quoted on medium line of sockets together with discounts extended to distributors, and based on standard mackage, carton and

and less than carton quantities. Terms extended 2%, 10th proximo net 10th of second month. Only other quotation given is to commeting manufacturers who will be quoted on request.

Distributors Discount:
Standard Package 50-5%
Carton 45%
Less Carton 55%

2nd Filing

January 29, 1934..... Effective February 8, 1934.

Downward refision of list price on some items, and adding several items not quoted in original filing.

3rd Filing

February 1 1934..... Effective February 4, 1934

Dropping list on two items to meet Company #13.

4th Filing

5th Filing

March 6 1934...... Effective March 16, 1934

Drop list on four items. One of these items is offered at same price as previous filing but with added parts. Two items to meet Company #8 filing 2/4/34 and two to meet Company #22 effective 2/22/34.

6th & 7th Filings

2. Two items quoted on lower net basis to meet competition of Company #8. Filed April 2, 1934.

Average reduction of 20% in net price.

8th Filing

9th Filing

10th Filing

May k3, 1934...... Effective May 24, 1934.

COMPANY #2 - (COMPLETE LINE)

10° Filing (Continued)

Net price on #43310 reduced $3\frac{1}{20}$ - one other item reduced 30% - both to meet Company #18.

11th Filing

12th Filing

June 1, 1934..... Effective June 11, 1934.

Price raised on one item of preceding filing.

13th Filing

June 14, 1934..... Effective June 24, 1934.

Net price dropped on five items to meet connetition of Company #18.

14th Filing

15th Filing

July 14, 1934...... Effective July 17, 1934 Withdrawing prices quoted on percelain sockets for this date.

16th Filing

17th Filing

September 15, 1934..... Effective September 25, 1934 Adding two new items both porcelain sockets.

13th Filing

Nov. 14, 1934..... Effective Nov. 24, 1934 Adding one new item.

19th Filing

Nov. 20, 1934..... Effective November 30, 1934 Adding two new Bakelite sockets.

20th Filing

COMPANY #2

20th Filing (Continued)

Jan. 21, 1935...... Effective January 31, 1935
Quoted net prices to Fixture and Portable Lamp Manufacturers. List
embraces about 40 A-line sockets. Prices quoted are approximately 10%
below those of 4/2/34.

21st Filing

Feb. 21, 1935..... Effective February 25 1935.

Prices quoted above to Fixture and Portable Lamp Manufacturers extended to all buyers to meet Company #13.

22nd Filing

COMPANY #3 - (INCOMPLETE LINE)

1st Filing

Distributors Discount:

Standard Package 50-5%

Less standard 45%

Slightly higher net prices quoted on some items apparently available to all buyers.

Special low nets for quantities on certain items as follows:

Up to 1000	•••	avernge	10%	reduction	for	Std.	pkge	.net.
1001 to 5000		lt .	15%	To the first	11	11	11	#
5001 to 10,000		11	17,5	11	11	11	11	11
over 10.000		tt.	20%	11	Ħ	11	11	11

2nd Filing

COMPANY #3 (INCOMPLETE LINE)

2nd Filing (Continued)

Terms are changed % 15th prox. net 30 days. List prices quoted are about 20% lower than those in original filing.

3rd Filing

March 17, 1934..... Effective March 27, 1934 Lowering list on three items.

4th Filing

5th Filing

CCMPANY #4 A - (COMPLETE LINE)

. 1st Filing

December 12, 1933..... Effective December 12, 1933 Original filing quoting list prices and distributors discounts.

Standard Package - 50%. Carton - 40%

Less Carton - 30%

Class J net prices quoted on about 24 items.

This company manufactures an extremely complete line of sockets and together with Company 4B represents one of the largest units in the industry. The original filines are separate for the two divisions of the company, but subsequent filings are entitled as Company #4A. Terms are % 10th prox. net 10th of 2nd month.

2nd Filing

January 15, 1934...... Effective January 25, 1934

Net prices for Class J customers on one thousand lot bulk packing and cancelling price per 100 previously quoted.

About 20 items are included in this list.

3rd Filing

February 26, 1934..... The same list as that of 1/25/34 with four items added. Price lowered slightly on three or four items.

COMPANY #4 A - (COMPLETE LINE)

4th Filing

March 2,	1934			Effective	March 15	1934
Lowe	er list or	20	items.			

5th Filing

March 30, 1934..... Effective April 9, 1934 Class J net prices on about 5 items revised downward from 15% to 25%.

6th Filing

7th Filing

3th & 9th Filings

- April 17, 1934..... Effective April 17, 1934
 - 1. Lower list on six brass shell sockets.
 - 2. Lower Class J net on one item.

10th Filing

April 27, 1934..... Effective April 28, 1934 List lowered about 40% on three items to meet Company $\frac{\mu}{\pi}$ 18.

11th Filing

May 3, 1934..... Effective May 13, 1934

Net price per thousand on three items to Class J customers.

12th Filing

13th Filing

July 9, 1934..... Effective May 18, 1934 Dropped list 10% on one item to meet competition.

14th Filing

August 3, 1934..... Effective August 13, 1934 9822

COMPANY #4A

14th Filing (Continued)

List prices revised downward slightly on eleven scckets.

15th Filing

August 25 1934...... Effective September 1, 1934

Lover net prices on thousand lot bulk packing for Class J customers together with terms of sale, to meet Companies #14 and #16.

16th Filing

October 15, 1934...... Effective October 25, 1934
Catalogue 25 with list prices and distributors discounts filed for Company #4A, and Catalogue 5 with list prices and distributors discounts for Company #4B also filed. Some prices have been lowered slightly from previous filings.

17th Filing

November 17, 1934..... Effective November 27, 1934 Class J price lowered on ten thousand lots of one item to meet Company #7.

18th Filing

November 19, 1934...... Effective November 20, 1934
List prices on two Mogul sockets lowered to meet Company #7.

19th Filing

November 30, 1934..... Effective December 10, 1934

New item. List price \$101.00 per hundred quoted on standard package, \$80.00 per hundred in hundred lcts.

20th Filing

December 13, 1934...... Effective Docember 24, 1934 Lower Class J net quoted on one item. Also eliminate ten thousand lot price of filing of 8/23/34.

21st Filing

22nd & 23rd Filings

- - 1. Two new items added.
 - 2. List prices increased slightly on three items in lots of one hundred or over.

CCHPANY # 4A

24th Filing

December 18, 1934..... January 26, 1935 Class J net lowered on Your items to meet Company #14.

COMPANY #5 - (INCOMPLETE LINE)

1st Filing

December 15, 1933..... Effective December 12, 1933 Company lists an incomplete line of less than 20 sockets. Discounts of 50 and 5% are quoted to distributors only.

2nd Filing

March 20, 1934..... Effective March 30, 1934 Net price list quotes the complete line at Wholesale prices. Terms 2% 10 days net 30. Competing manufacturers will be quoted up to 50% off filed prices. .

3rd Filing

April 4, 1934..... Effective April 14, 1934 Net price lowered on most of line averaging from 10 to 20%.

4th Filing

May 3, 1934... Effective May 13 1934 Correction in net price of previous filing on one item.

5th Filing

Filing on two items received on this date returned by Mr. Jockers ret for correction.

6th Filing

August 3, 1934...... Effective August 13, 1934 Same prices as filing of 7/27/34 filed. Full freight allowed on shipments weighing 100 lbs. cr more, or a total net value of \$60,00 or more. Freight allowed regardless of weight or value to New York Chicago, San Francisco and Los Angeles.

7th Filing

Delivery terms extended in the above filing are extended on one more item.

NOTE: These delivery terms apparently apply only to the three items quoted in the last two filings.

COMPANY #6 - (COMPLETE LINE)

1st filing

December 11, 1933...... Effective December 12, 1933.

NOTE: Principal business of this company is in the manufacture of industrial lighting equipment and fixtures, and although they stock a very complete line, in many cases items are of a different type or quality than sockets offered by other manufacturers. The company quotes to distributors on a package basis, and also offer discounts on list value basis. About 25 items are offering to Class J customers on a net basis.*

2nd filing

March 8, 1934...... Effective March 19, 1934.

Net prices filed on about 20 items to Class J manufacturers. Competing manufacturers will be queted up to 50 and 20% from published list prices.

3rd Filing

December 17, 1934..... Effective December 27, 1934.

Two new items added.

4th Filing

February 1, 1935 Effective February 11, 1935.

Discount sheet cancelling all previous quotations and offering wholesale discounts on package basis.

5th Filing

February 9, 1935...... Effective February 19, 1935.

List prices filed for six items. Distributors who accept responsibility for credit and service are given a maximum protection for 7%. Class J customers are granted distributors' discounts.

NOTE: Filing of 2/11/35 extends wholesale discounts and cancels all previous discount sheets. However, the last filing refers to distributors, and "discounts applying to various classifications of trade."

*	Standard Package		50%	Up to \$15 list value	 20%
	Carton quantity	_	40%	\$15_\$60	 30%
	Less carton "		30%	\$60 and over	 40%

COLPANY #7 - (COLPLETO LIFE)

This company makes a complete line of sockets and is one of the large units in the industry.

1st Filing

2nd Filing

January 17, 1934..... Effective January 27, 1934

Fet price quoted on ten thousand lots on one item, which
is about 60% lower than previous net per hundred.

3rd Filing

January 25, 1934..... Effective January 25, 1934 Distributors and wholesalers discounts and terms.

4th Filing

February 19, 1934...... Effective February 29, 1934.

Lower net price quoted on thousand lot bulk padding on one item.

5th Filing

March 6, 1934..... Effective March 15, 1934

Fet price quoted on one thousand lot bulk packing on two items to meet competition.

6th Filing

Larch 6, 1934...... Effective March 16, 1934

Lower list prices on about 50 sockets. To meet competition of Company #9.

7th Filing

Harch 19, 1934..... Effective March 29, 1934 Class J net price for one thousand lot bulk packing on similares. About 105 lover than original filing per hundred. To meet previous prices of Company #22.

COMPARY #7 (Contid)

8th Filing

March 26, 1934..... Effective March 27, 1934 Six additional Class J net prices on one thousand lot bulk packing, to meet competition of Company #16.

9th Filing

March 27, 1934...... Effective April 6, 1934 Lower list prices on six items.

10th Filing

Herch 29, 1934...... Effective April 2, 1934 Lover Class J net prices on one thousand lot bulk packing for 15 items to meet Company #13.

llth & 12th Filings

- March 31, 1934..... Effective April 2, 1934
 - (1) List prices lowered about 20% on about 40 Hemco line of sockets to meet Company #18.
 - (2) Lower list on 25 Bryant line of sockets to meet Company #18

13th Filing

April 5, 1934..... Effective April 5, 1934 Correcting error in filing filed March 27th by raising prices of six items concerned and adding 1 item to list.

14th Filing

April 7, 1934..... Effective April 17, 1934 Class J net on one thousand lot bulk packing on one item.

15th Filing

April 13, 1934..... Effective April 20, 1934 Class J net on one thousand lot bulk packing on one item to meet competition of Company #22.

16th Filing

April 30, 1934..... Effective April 30, 1934 List prices and class J net prices lowered on three items to meet competition of Company #14.

30 PAIT \$7 (Contta)

17t Mling

18th Filing

19th Filing

August 15, 1934...... Effective August 25, 1934 Class J ret ouoted on one thousand lots for items in preceding filing.

20th Tilling

Standard padrages - 40,5 Carton - 30,5

Less Carton - 20%

21st Filing

. 22no Filing

October 5, 1934...... Effective October 13,1934. Class J net prices on one thousand lots of two items, to meet Company #22. Distributors discount sheet on standard line.

Standard packages - 50% Carton - 40%

Less Carton - 303

23rd Filing

NOTE: Previous price change sheets had not made reference to terms of delivery and parment, and beginning with this filing the Supervisory

CO. PAIY #7 (Cont'd)

23rd Filing

Agency had required that delivery and parment terms be made 'mown on price changes.

24th Filing

25th Filing

26th Filing

December 4, 1934..... Effective December 14, 1934
Wholesale discount sheet which does not affect sockets.

27th Filing

December 13, 1934...... Effective December 17, 1934.

Lower list prices on four items to meet Company #14.

28th Filing

29th Tiling

COLPANY #8 (COLPLETE LINE)

1st Filing

December 12, 1933...................Effective December 12, 1933
Original filing. Quoting list prices, distributors' discount sheet, wholesale discount sheet, manufacturers' discount sheet and competing manufacturers' discount sheet.

2nd Filing

COMPANY #8 (Contid)

ord & 4th Filings

January 8, 1934..... Effective January 18, 1934

- 1. Lower list prices on twelve items to meet competition.
- 2. Lower list prices on twenty-four items to meet competition.

5th Filing

January 25, 1934..... Effective February 3, 1934

Lower list on one item, about 10% below original filing.

6th Filing

February 5, 1934..... Effective February 4, 1934

Lower list prices on twenty-four candle sockets to meet competition of Company #18. Average 5 to 10% lower.

7th Filing

February 15, 1934...... Effective February 25, 1934.

Lower list prices on two socket parts.

8th Filing

9th Filing

Harch 20, 1934...... Effective March 31, 1934.

New distributors' discount sheet; only changes are in terms. Terms are "2% 10th of month following date of shipment, acceptable if remittance is mailed on or before the 15th as evidenced by postal cancellation."

10th Filing

11th Filing

COMPANY #8 (Cont'd)

12th Filing

June 18, 1934...... Effective June 28, 1934 Change in delivery. Full freight is now allowed on shipments of 100 lbs. or total net value of \$60.00 or more. Freight allowed regardless of weight or value to lew York or Chicago metropolitan areas or to Los Angeles.

13th Filing

June 22, 1934..... Effective July 2, 1934 Accing three new items.

14th Piling

Jaruary 14, 1935 Effective January 14, 1935. Quoting to competing manufacturers up to 20% below best filing price to wholesalers.

15th Filing

February 1, 1935 Effective January 31, 1935
To finture and portable lamp nanufacturers only. Lower net prices per hundred on 45 sockets. These prices all appear to be about 10% lower than previous net prices filed to meet competition of Company #2.

16th Filing

February 21, 1935...... Effective February 25, 1935 Prices in preceding filing to Portable Lamp and Shade manufacturers, are extended to all buyers to meet competition of Company #18.

Distributors Discount

		1110 T Q PUTT Q		
Standard Packages	50 ~ 5,5	Up to \$17.00		20-5,5
Carton	45,5	\$15 to \$60	-	30-5/3
Less Carton	35%	Over \$60.00	-	40-5,3

COLPANY #9 (INCOMPLETE LINE)

This are makes an incomplete line of sockets numbering only about 15 items.

COMPANY #9 (Contid)

1st Filling

December 12, 1933...... Effective December 12, 1933

Net prices per hundred quoted to all buyers. Terms and delivery are quoted only for syndicate stores. Full freight
allowed regardless of weight, to New York, Mewark, Jersey
City, Hoboken and Chicago. 5, off the net on delivery shipment to warehouses.

2nd Filing

January 4, 1934..... Effective, December, 22, 1933. Distributors' discounts quoted on packaging basis. The company now quotes a list price on about 100 sockets.

3rd Filing

February 26, 1934..................Effective March 8, 1934

Complete refiling of sockets superseding all previous quotations. List prices remained at the same level. Apparently this sheet is for all buyers, as the only discount extended is "maximum trade discount" - 50-5%.

4th Filing

.5th Filing

6th Filing

May 23, 1934...... Effective May 24, 1934 Lower list price on one socket to meet Company #12.

7th Filing

8th Filing

- June 1, 1934 (Kardex, June 5).......Effective June 1, 1934

 (a) Revised delivery terms. Freight allowed on 100 1
 - a) Revised delivery terms. Freight allowed on 100 lbs. or total not value of \$60.00 or more.
 - (b) Regardless of weight of value to syndicate stores New York, Newark, Hoboken, Jersey City, Chicago and San Francisco. To meet Company #23.

COMPANY #9 (Cont'd)

9th Filing

July 5, 1934..... Effective July 8, 1934 (1) Lower prices on two nickel finishes to meet Co. #23 and Co. #18.

10th Filing

October 1, 1934...... Effective October 1, 1934 Change in delivery. Freight allowed W.O.G. and various suburban cities have been added to syndicate store delivery zones to meet Company #21.

11th Filing

October 8, 1934...... Effective October 8, 1934.

Adding "freight allowed to syndicate stores on 50 lbs. or \$30.

value" to the above to meet Company #21.

12th Filing

COMPANY #10 - (COMPLETE LINE)

1st Filing

This applied to all buyers other than distributors. Distributors were quoted discounts for warehouse shipments which were graduated according to list value, and freight was allowed if order was in excess of \$200,00 less.

2nd Filing

March 2, 1934...... Effective March 12, 1934.

This file supersedes other quotations on sockets and although slightly more complicated than usual filings in this industry, it is noted that the trade customs, delivery, terms, etc., are considerably more in line with the industry practice than was the original filing. This final filing does not give any change in list prices from the original filing.

COMPANY 10

Distributors Discount

On wholesale shipments - List value up to \$15 - 25% \$15 to \$100 - 35% Over \$100 - 35% plus 25% of net if the total list is under \$200.

Suggested resale "List - ap to \$55 - 8% \$15 to \$50 - 15% Over \$50 - 23%

COMPANY #11 - (INCOMPLETE LINE)

This company manufactures an incomplete line consisting of about 20 sockets and these are quoted on a net basis per hundred. Competing manufacturers are quoted up to 25% off net.

. . <u>lst Filing</u>

2nd Filing

3rd Filing

4th Filing

August 11, 1934...... Effective August 21, 1934.

Terms of payment filed 2% 10th prox. net 60 instead of net 30 as in original filing. Also, adding "freight allowances on total net value of \$60.00 or more" in addition to usual delivery terms. Freight allowed regardless of weight or value to "New Jersey, Chicago, San Francisco, Los Angeles and Metropolitan areas."

5th Filing

August 25, 1934.......Effective Spetember 4, 1934.

Adding one item omitted from filing of 8/21/34.

6th Filing

COMPANY #12 - (INCOMPLETE LINE)

This company handles few sockets. Their principal business is apparently in electrical specialties.

1st Filing

December 12, 1933..... Effective December 12, 1933 Original filing. Distributors' net price catalogue quoting net prices on less than 10 sockets.

2nd Filing

3rd Filing

May 10, 1934..... Effective May 20, 1934 Lower prices on five items to meet competition.

4th Filing

5th Filing

August 18, 1934...... Effective August 28, 1934. Lower net price on one item to meet competition.

6th Filing

NOTE: The Total change in price of all items during the period of price filing did not average more than 20%.

COMPANY '#13 - (INCOMPLETE LINE)

This company is also principally the electrical specialties business and lists less than 20 sockets.

1st Filing

2nd Filing

March 8, 1934...... Effective March 18, 1934. Quoting to competing manufacturers net prices less up to 25%.

COMPANY #13

31.d Filing

May 2, 1934...... Effective May 12, 1934. Downward revision in price approximating 10 to 20%.

4th Filing

June 8, 1934.......Effective June 18, 1934.

Increase in price on three items.

5th Filing

6th Filing

COMPANY 14 - (INCOMPLETE LINE)

1st Filing

2nd Filing

January 25, 1934..... Effective January 25, 1934 Quoting Class J net prices bulk packing on about 50 items.

3rd Filing

February 20, 1934..... Effective March 2, 1954

Lower Class J net prices for one thousand lot bulk packing on three items of preceding filing.

4th Filing

March 14, 1934..... Effective March 14, 1934 Adding two new devides.

5th Filing

March 14, 1934...... Effective March 24, 1934

Downward revision of Class J net prices in one thousand lot bulk packing on about 15 items.

6th Filing

March 31, 1934..... Effective April 2, 1934 Quoting one item in 1000 and 5000 lots. Ho other changes.

7th Filing

March 31, 1934..... Effective April 2, 1934 Lower Class J net prices for one thousand lot bulk packing on several items to meet Company #48.

8th Filing

9th Filing

April 30, 1934...... Effective April 30, 1934 Class J. net prices per hundred and per thousand lowered to meet Company #32.

COLIPANY #14

10th Filing

May 17, 1934..... Effective May 27, 1934

Lower Class J net per thousand lot bulk packing on about 25 items to meet Company #32.

11th Filing

12th Filing

July 13, 1934...... Effective July 23, 1934 List prices on five items.

13th Filing

July 24, 1934...... Effective August 3, 1934.

Lower Class J net prices for one thousand let bulk packing on three items.

14th Filing

August 22, 1934...... Effective September 1, 1934 Class J net prices for one thousand lot bulk packing on about 30 items.

and the second second

15th Filing

October 10, 1934...... Effective October 13, 1934.

Correcting price of one item on previous filing.

16th Filing

December 4, 1934..... Effective December 14, 1934. Lower list price on one item to meet Company #7.

17th Filing

18th Filing

December 18, 1934...... Effective December 28, 1934.

Quoting Class J net prices for one thousand lot bulk packing on four items of preceding filing.

L. Charles

COMPANY #14

19th Filing

COLPANY #15 - (INCOMPLETE LINE)

This company has an incomplete line of assorted sochets.

1st Filing

January 2, 1934...... Effective January 3, 1934. Original filing. Quoting net prices on about 35 sockets, together with discounts to distributors, syndicate stores and mail order houses.

2nd Filing

February 27, 1934..... Effective March 9, 1954.

This filing adds about 25 sockets to the line. Price changes have been negligible and in all cases have consisted of bringing a list price per hundred to the nearest even dollar, that is, changing \$26.52 to \$26.00 etc.

3rd Filing

April 19, 1934...... Effective April 19, 1934.

Quoting full line on net prices per hundred to all buyers.

These net prices average about 10% below net prices calculated from previous list. Freight allowances have been brought in line with uniform practice of maximum allowances at 90% per hundred lbs. as in previous filing.

4th Filing

May 8, 1934...... Effective May 18, 1934.

General revision of prices of entire line upward and downward.

5th Filing

July 12, 1934...... Effective July 23, 1934.

Net prices lowered about 10,5 on three or four items.

6th Filing

COMPANY #16 - (COMPLETE LINE)

This company makes a complete line of Wiring Devices and Sockets and is one of the large units in the industry.

1st Filing

December 11, 1933...... Effective December 12, 1934.

Original filing. Quoting list prices and discounts to distributors and to wholesale accounts.* Class J prices are quoted net and are subject to same terms as distributors.

2nd Filing

February 10, 1934...... Effective February 20, 1934.

Complete refiling of all items. Hany items revised slightly,

mostly downward. It is noted that most of the changes made

in price bring the list price to an even dollar or half dollar.

3rd Filing

4th Filing

Harch 17, 1934..... Effective March 27, 1934.

Filing Class J.net prices for one thousand lot bulk packing on 14 items.

5th Filing

6th Filing

7th Filing

March 30, 1934...... Effective April 2, 1934.

Lower list price on one item.

8th Filing

COLPANY #16

9th Filing

April 11, 1934...... Effective April 21, 1934.

Class J net prices for one thousand lot bulk packing on 22 pieces.

Most of these net prices average 20 to 30% below previous Class J prices.

10th Filing

April 27, 1934..... Effective April 28, 1934. Lower list prices on four items to meet Company #22.

11th Filing

12th Filing

August 10, 1934...... Effective August 13, 1934. Lower list prices on eight items to meet competition of Company "AB.

13th Filing

August 11, 1934...... Effective August 31, 1934.

Wholesale discount sheet and terms. Quoting discounts by packaging instead of list value as in original filing.

14th Filing

15th Filing

16th Filing

of the second second

October 18, 1934...... Effective October 18, 1934.

Prices on four items, two of which are revised upward due to change in design.

9822

COMPANY #16

17th Filing

18th Filing

19th Filing

20th Filing

 Distributors
 Wholesale

 Standard Packages - 50;
 Up to \$15.00 - 2 \$6

 (*) Carton - 40;
 \$15 to \$60.00 - 30%

 Less Carton - 30;
 Over \$60.00 - 40%

COLPANY #17 - (INCOLPLETE LINE)

lst Filing

and Filing

3rd Filing

April 9, 1934...... Effective April 19, 1934. Changing complete line to not prices for distributors only. Het prices are from 5 to 10p lower than previous list prices with best discounts applied.

COMPANY #17 (INCOMPLETE LINE)

4th Filing

5th Filing

Distributors Discount

Standard Pac'tages - 50 and 5%

Carton - 45% Less Carton - 35%

COMPANY #18 - (COMPLETE LINE)

January 15, 1934

First filing received was destroyed, evidently by request of Company #18. Jockers wrote for new sheet on January 16, 1934.

1st Filing

January 25, 1934...... Effective February 4, 1934. Original filing. List prices, together with distributors discount, terms and delivery makes a very complete line of sockets of all types.

. 2nd Filing

3rd Filing

Mote: This apparently was the beginning of the disturbances which centered on April 2 in this industry.

4th Filing

COMPANY #18 - (COMPLETE LINE)

5th Filing

May 7, 1934..... 1934. Net price on new item.

6th Filing

7th Filing

8th Filing

9th Filing

10th Filing

May 21, 1934..... Effective May 21, 1934. Lower net on one item to meet Company #32. Lowered 10%.

11th Filing

12th Filing

13th Filing

June 12, 1934...... Effective June 12, 1934.

Lower net prices on seven items to meet Company #32 price of June 12, 1934. Lowered about 10%.

14th Filing

15th Filing

January 3, 1935...... Effective January 14, 1935. Lower net price on one item, two different finishes.

16th Filing

Slightly lower net prices per hundred quoted on about 40 items.

17th Filing

February 28, 1935..... Effective March 11, 1935. Distributors net price superseding and cancelling all previous quotations and evidently listing complete line. Several items checked are about 60% of the net price of the previous filing. Prices generally appear to be about 60% of original filing.

Distributors Discount Standard Packages - 50-5% Carton ·

45%.....

COLPANY #19 - (IPCOMPLETE LINE)

This company is principally in the electrical specialties busine'ss and their principal products are Portable Lamp Guards of various types. Total of about 15 sockets of various types are listed.

lst Filing

Original filing. Wholesalers net orices and terms on about 15 sockets. Freight allowed only up to \$1.30 per hundred lbs.

2nd Filing

October 19, 1934...... Effective October 29, 1934. Terms of payment changed to 2% 10th proximo, net 60 days. No change in prices.

COLPATY #20 - (INCOMPLETE LINE)

...lst Filing

Original filing. Quoting list prices on about 19 sockets, together with discounts to National syndicate stores and to distributors, and also terms and delivery for each.

....

COLPATY #20 - (INCOMPLETE LINE)

2nd Filing

January 16, 1934...... Effective February 2, 1934. Correcting list price on one item.

3rd Filing

March 16, 1934...... Effective March 17, 1934.

Net price per hundred on three items to meet Company #18.

4th Filing

5th Filing

May 10, 1934...... Effective May 20, 1934. Prices formerly filed for distributors will also apply to national syndicate stores to meet competitive filing.

6th Filing

7th Filing

October 3, 1934...... Effective October 8, 1934. Revised terms of delivery. Freight allowed in U. S. on shipments W.O.G.

(a) 100 lbs. or over \$60.00 net.

(b) 50 lbs. or over \$30.00 net for syndicate stores.

(c) regardless of weight or value in Metropolitan areas in New York, Chicago, Philadelphia, Seattle and San Francisco.

8th Filing

February 5, 1935...... Effective February 15, 1935. Lower net prices on three items, also adding two new items.

COMPANY #20 - (INCOMPLETE LINE)

9th Filing

Distributors Discount
Standard Packages - 50-5%
Carton - 45%

Syndicate Stores
50 - 5%

COMPANY #21 - (INCOMPLETE LIME)

This company handles an incomplete line of sockets and their principal business appears to be with syndicate stores, chain stores, etc.

1st Filing

2nd Filing

3rd Filing

4th Filing

March 7, 1934...... Effective March 8, 1934.

Quoting discounts 50 and 5% to all buyers to meet competition.

5th Filing

COLPANY #21 - (INCO.PLETE LINE)

6th Filing

7th Filing

8th Filing

9th Filing

10th Filing

June 13, 1934..... Effective June 15, 1934. Lower list prices on two items to meet Company #20.

ŧ

11th Filing

12th Filing

Adding to delivery, "freight allowed to syndicate stores on shipments, 250 lbs. or total net value of \$35.00".

13th Filing

14th Filing

COLPAIY #21 - (IICOLPLUTE LINE)

15th Filing

List prices lowered on brass shell sockets to meet competition.

Lowered about 20%.

Distributors Discount Syndicate Stores Standard Packages - 50-5% Carton

50-5%

Also net

COLPANY #22 - (COMPLETE LINE)

This company makes a complete line of wiring devices and sockets.

December 12, 1933.

Original Wiring Device filing was refiled for sockets.

December 15, 1933.

Filing of this date destroyed by Jockers.

1st Filing

January 8, 1934..... 1934. Effective January 18, 1934. This is the first complete filing. List prices, together with distributors and wholesale discounts, are given. Class J and Portable Lamo and Fixture Manufacturers are quoted "regular list prices, discounts and terms. Wet prices per thousand are quoted to the three above customer classifications. Terms

. 2nd Filing

Prices revised downward on 25 items.

3rd Filing

January 29, 1934.

Filing on Wiring Device assembly.

Lower net prices on Class J prices per thousand.

Lower price on one socket.

COLPATY #22 - (COLPLETE LINE)

6th Filing

March 16, 1934...... Effective March 26, 1934.

Lower list prices on 10 items.

7th Filing

8th Filing

9th Filing

10th Filing

11th Filing

12th Filing

13th Filing

14th Filing

15th Filing

COMPANY #22 - (COMPLETE LIKE)

16th Filing

17th Filing

18th Filing

19th Filing

20th Filing

April 18, 1934...... Effective April 28, 1934.

Quoting competing manufacturers up to 20% beyond distributors cost.

21st Filing

22nd Filing

23rd Filing

24th Filing

A CONTRACTOR OF THE PROPERTY O

COMPANY #22 - (COMPLETE LITE)

25th Filing

26th Filing

May 31, 1934......Effective May 31, 1934.

Two new items.

27th Filing

28th Filing

June 15, 1934...... Effective June 25, 1934. Adding three new items to Class J net price sheet.

29th Filing

July 18, 1934...... Effective July 28, 1934. Downward revision of some Class J net prices and addition of six items to Class J list.

30th Filing

31st Filing

32nd Filing

33rd Filing

34th Filing

COLPANY #22 - (COMPLETE LIME)

35th Filing

November 19, 1934.

Adding new device to Class J sheet.

36th Filing

37th Filing

38th Filing

39th Filing

January 3, 1935...... Effective January 14, 1935.

Lower list price on one item.

40th Filing

January 3, 1935..... Effective February 9, 1935. Reinstating two items.

41st Filing

·42nd·Filing·····

43rd Filing

Distributors Discount				
Standard Pkges			Up to \$15.	
Carton -	40%		\$15-\$60.00	- 30%
Less Carton -	30%	* **	\$60. Over	- 40%

•

COMPANY #23 - (COMPLETE LINE)

Fairly complete line of about 125 items.

1st Filing

Original filing. Quoting list prices and distributors discounts and terms on complete line. Std. Pkges, 50-5, Carton 45%.

2nd Filing

February 12, 1934 Effective February 23, 1934. Some items revised downward.

3rd Filing

March 27, 1934 Effective April 2, 1934. Distributors net prices quoted. Generally revised downward from previous distributors list less discount.

4th Filing .

April 17, 1934 Effective April 27, 1934. Net prices per hundred quoted on most of the remaining items of original filing which were included in filing of April 2, 1934. .

One more titem, added to methorice sheet.

6th Filing

May 26, 1934 Effective June 1, 1934. Revised terms. Freight allowed on shipments of looks. or \$60.00 total value or more. Freight allowed to syndicate stores in Metropolitan New York, Newark, Hoboken, Jersey City, Chicago, San Francisco. To meet Company #21.

7th Filing

June 20, 1934 Ifiective June 30, 1934. Net prices on seven items of April 2, filing revised downward. To meet competition.

New finishes. To meet Company #18 and Company #25.

Freight allowances regardless of weight or value on shipments to Metropolitan areas of New York, Chicago and San Francisco extended to all buyers, and Los Angeles is added to the list. Freight allowed on syndicate store shipments in U. S. of 50 lbs.

. . . .

COMPANY #23

10th Filing

July 21, 1934 Effective July 31, 1934. New finishes.

. 11th Filing

Two items added to net price sheet.

12th Filing

Accing two more items, to net price sheet,

Competing manufacturers up to 25% off net.

14th Filing

Quoting net prices on about 30 items to Portable Lamp and Fixture manufacturers. To meet competition of Company #2. Note: Corrected and refiled February 1 but effective on same date. Prices from 10% to 15% lower,

15th Filing

February 19, 1935 Effective February 25, 1935. Extending prices of preceding filing to all buyers....

COMPANY #24 - (INCOMPLETE LINE)

This company handles only five sockets of various types.

December 14, 1933 <u>Ist Filing</u>

December 12, 1933. Original filing. Quoting net prices with 50 to jobbers and chain stores, quotations made to manufacturers. 36 discount in place of freight allowances.

2nd Filing

Lower net prices on complete line. One item added. No change in terms, delivery, etc.

COMPANY #25 - (COMPLETE, LINE)

This company manufactures a fairly complete line of sockets.

COMPANY #25 (COMPLETE LINE)

1st Filing

December 19, 1933 Effective December 12, 1933. December 27, 1933 Effective December 12, 1933.

Original filing. Quoting list prices and distributors discounts. Competing manufacturers quoted at distributors aiscounts plus 20%.

Note: The original filing was supplemented by three changes filed on December 9, 1933, December 19, 1933 and December 27, 1933. All of these three were to be effective by December 12, 1933.

2nd Filing

Effective date of filing quoting terms and (iscounts to national syndicate stores. This was destroyed at company's request.

3rd Filing

February 7, 1934 Effective February 17, 1934. Sheets replacing filing above.

4th Filing

April 2, 1934 Effective April 2, 1934. All items quoted on net basis per hunared to distributors. This filing was returned to Company #25 due to typographical errors and inclusion of three items as "discontinued" without the permission of Supervisory Agency. It was refiled on April 20, 1934, and has the effective date of April 30, 1934, but for practical purposes was probably in effect after April 2, 1934.

Three new items.

Distributors terms and net prices on most of line. Some items revised downward.

Lower net prices on three items.

Net prices revised downward on 25 items to meet Company #32.

9th Filing

June 20, 1934 Effective June 30, 1934. Revised delivery terms. Freight allowed on 100 lbs. or \$60.00 net value or more, regardless of weight or value on shipments to syndicate stores to meet Company #9 and Company #32.

COMPANY #25

loth Filing

COMPANY #26 - (INCOMPLETE LIME)

This company lists only two scekets in original filing.

January 8, 1934 Effective January 18, 1934.
Original filing. Quoting net prices. Delivery quoted f.o.b. New York and Metropolitan areas.

COMPANY #26

3rd Filing

- Lower net price on one item. This is marked to be effective immediately, but was filed on May 23, 1934. Lowered 10%.

Quoting net prices on five sockets.

5th Filing

Correction of preceding filing, raising prices slightly on two items and decreasing on one.

6th Filing

November 23, 1934 Effective December 3, 1934. Prices revised anymerd to meet previously filed prices of competitors.

7th Filing

- January 7, 193: Lifective January 17, 1935. Prices revised downward on three items to meet Company #32. Lowered about 5%.
- February 11, 1935 Effective February 18, 1935. Price revised downward on one item.

COMPANY #27 - (INCOMPLETE LINE)

This company has a line of Moldea Westherproof sockets but lists no brass shell or other type sockets.

1st Filing

December 15, 1933 Effective December 12, 1933. Original filing. Auoting list prices and distributors discounts on various molded sockets. Usual terms of payment and delivery.

February 2, 1934 Effective February 12, 1934. Price lowered on one item.

3rd Filing

March 6, 1934 ffective March 16, 1934. List price lowered on two items to meet competition. Lowered about 25%.

List price on two Weatherproof sockets.

5th Filing

Lower list price on one item to meet competition. 9822

COMPANY #27 (INCOMPLETE LINE)

Price increased on two items. Raised about 10%.

7th Filing

January 9, 1935...... Effective November 19, 1934. Changes in delivery. Freight allowed on 100 lbs. or \$60.00 or more, except in New York and Chicago Letropolitan districts, which have free delivery to various doors.

8th Filing

January 18, 1935..... Effective January 28, 1935. Prices filed on one new item.

COMPANY #29 - (COMPLETE LINE)

This company makes a complete line of sochets.

1st Filing

Original filing. Quoting list prices, together with distributors discounts, terms and delivery. Competing manufacturers quoted distributors discount and not to exceed 20% additional.

2nd Filing

March 12, 1934...... Effective March 15, 1934. Lower list prices on six items. Lowered about 10%.

3rd Filing

Prices revised downward on 60 items to meet Company #18. Lowered about 20%.

4th Filing

List prices revised downward on 4 items. To meet Compan, #7.

5th Filing

Prices revised downward on two items.

6th Filing

List prices on three items.

719 COMPANY #29 (COMPLETE LINE) 7th Filing:

8th Filing

Distributors Discount

Standard Fackages - 50% Carton - 40% Less Carton - 30%

COMPANT TESO

Made only original filing. This company manufactures a line of sockets which are not competitive with others in this group since they are applied only to the type of conduit manufactured by this company. Probably this is the reason for not having made any revisions in price. Net prices to distributors in two groups, Eastern and Western with slightly higher prices in far West. Het prices are also quoted "to the trade" at about 30% above distributors.

COMPANY #31

Made only original filing. The sockets made by this company are equipped with a variable rheostat and are not comparable with sockets made by other companies in the group. It is included partly to show the distinctive discount set-up.

Standard Packages - 50% Cartons - 45% Less Carton - 40%

COMPANY #32 - (COMPLETE LINE)

1st Filing

COMPANY #32 (COMPLETE LINE) -2nd Filing

3rd Filing

March 30, 1934...... Effective April 2, 1934.

Lower net prices to meet Company #18. Change in delivery, Freight allowed in U. S. on 100 lbs. or over. Lowered 25%.

4th Filing

5th Filing

6th Filing

7th Filing

May 7, 1934...... Effective May 17, 1934.

Quoting net prices on some items of preceding filing in thousand lots.

8th Filing

9th Filing

10th Filing

June 2, 1934...... Effective June 12, 1934.

Lower net prices filed "to meet competition" on about 40 items.

Freight allowed regardless of weight on all shipments to Metropolitan New York or cities of Chicago and Los Angeles. Freight allowed on syndicate shipments on 50 lbs. or over, except for above cities, in which case delivery is regardless of weight.

COMPANY #32 (COMPLETE LINE) 11th Filing

12th Filing

June 18, 1934...... Effective June 28, 1934.

Lower net prices on two items, "to meet competition."

13th Filing

14th Filing

15th Filing

16th Filing

17th Filing

18th Filing

COMPANY #32 (COMPLETE LINE) 19th Filing

20th Filing

21st Filing

22nd Filing

February 13, 1935...... Effective February 23, 1935.

Lower net on two items to meet competition.

Distributors discount 50-5%. Large Chains 50-5%. Small chains 47½%.

COMPANY #33 - (INCOMPLETE LINE)

This company's principal business is in Rubber sockets and molded extension lamps, trouble light sets, etc.

1st Filing

2nd Filing

The discount system of this company is as follows:

"Protex" Sockets.	•	
Less than 25 sockets 25 to 99 "	<u>Wholesale</u> 25% 40% 50%	<u>Jobber</u> 40% 50% 50-10%
"Water-tight" Sockets		
Less than 10 sockets 10 to 99 " 100 or over Over 500 in 1 shipment	255 305 40%	305 40,5 50,5 50-105

COMPANY #34 - (INCOMPLETE LINE)

Frincipally in electrical specialties business.

1st Filing

December 13, 1933.......Effective December 12, 1933.

Original filing quoting net prices to all buyers on 27 sockets.

No terms of payment or delivery are attached to this first filing.

2nd Filing

3rd Filing

4th Filing

March 22, 1934.......Effective April 2, 1934.

Net price sheet generally revised downward from 10 to 20% on about one half of the line. Many items are net as quoted in previous filing.

5th Filing

6th Filing

7th Filing

February 14, 1935.............Effective February 25, 1935.

Downward revision of several items in some cases as much as 35%

This sheet had been filed on February 2, 1935 and marked,

"to meet Company #2" but was returned by Jockers to the company.

When refiled on February 14th, "to meet Company #2" had been crossed out.

APPENDIX A, PART 10

DOLESTIC HEATING APPLIANCES

SECTION A

Chronological Record of Price Filings Of Companies

SECTION B

Price Changes on Electric Toasters



- 725 -PRODUCTS - DOLESTIC HEATING APPLIANCES

- A Irons
- B Toasters
- C Waffle Irons & Sandwich Toasters
- D Heating Pads
- E Grills, Stoves & Hot Plates
- F Hixers
- G Heaters & Radiators
- H Percolators & Coffee Hakers
- I Curling Irons
- J Immersion Heaters
- K Soldering Irons
- L Water Heaters, Portable & Faucet Type
- II Vibrators
- N Heating (Infra Red) Lamps
- 0 Hair Dryers
- P .- Cigar Lighters
- Q Corn Poppers
- R Aquarium Heaters
- S Casseroles & Cookers
- T Tray Sets non electrical
- U Glue Pots Solder Pots
- V Fruit Juice Extractors
- ₩ Bottle Warmers
- X Branding Irons
 Humidifiers
 Food Warmers
 Ice Cream Freezers
 Egg Steamers
 Cullinaries
 Chafing Dishes
 Razor Sharpeners
 Griddles
 Chicken Brooder Heaters

COMPANY #1 - PRODUCTS - (A B C D H I N T W)

- December 30, 1933......Effective December 30, 1933 Original filing covering
 - (a) Price
 - (b) Discounts to jobbers, chain stores, mail order houses, premium accounts 50 and 5%. Central stations, department stores, 40 and 10% Dealers 40%.
 - (c) Terms, 2,5 10th E.O.H. net E.O.H. 30 days extra West Coast accounts.
 - (d) Transportation. F.O.B.Factory, or warehouse. Freight allowed 100 lbs. or over.
- Harch 28, 1934...... Effective April 7, 1934
 - (a) New List Price Sheet
 - (b) New Discount sheet jobbers, chain stores, mail order houses, premium accounts 40 and 25% Central stations, department stores 40 and 10% Dealers 40%.
- June 4, 1934...........Effective June 14, 1934

 Two new items added.

 Two items reduced.

 Five items put on net price to chain stores, prelium accounts, jobbers and large dealers.
- February 14, 1935..... Effective February 25, 1935
 - (a) New List Price Schedules
 - (b) Discounts reduced jobbers, premium accounts, chain stores, mail order houses 50%. Department stores, central stations 50 and 10%. Dealers 35%.
 - (c) Statement reserving right to make additional allowance not over 10% for advertising sales promotion sales effort, etc.

COMPANY #2 - PRODUCTS - (A G V X B E C)

- December 30, 1933..... Effective December 30, 1933.
 - (a) Special price list about 8% lover than regular list subject to 50% for chain stores. Terms 2% 10 days E.O.M. Fet 30 days E.O.M. West of Rockies 30 days extra.

 Delivery f.o.b. Chicago, or warehouse Jersey City, N.J.
 - (b) Regular price list subject to following discounts. Distributors 50 and 5%. Jobbers, Department Stores, Utilities 50%. Terms same as Chain Stores. Delivery f.o.b. Chicago.

COMPANY #2 - PRODUCTS - (A G V X B E C) Continued

- January 23, 1934..... Effective February 2, 1934

 (a) Special price list. One new item added subject to general discount of 50%.
 - (b) Regular price list. Six prices reduced. Ten new items added. Discount same as above, plus Premium accounts 50 and 5%.
- February 26, 1934..... Effective February 26, 1934.

 Regular price sheet eliminating Ice Cream

 Freezers.
- February 26, 1934......Effective March 8, 1934
 Special Price List.
 Ice Cream Freezer Discount, department stores,
 and utilities 50%. Distributors and Premium
 accounts 50 and 5%. Jobbers, special net price.
- March 15, 1934..... Effective March 25, 1934. Special price two Hot Plate Stoves subject to 50% and 50 and 5% respectively.
- March 22, 1934..................Effective April 2, 1934... Changed terms to "2% Cash Discount."
- April 14, 1934.................Effective April 24, 1934.

 Special net price two models Handywhip.
- June 22, 1934............Effective July 2, 1934.

 New Price Sheet Listing Heaters, Flat Irons,

 Single Burner Stoves discounts distributors,
 jobbers, premium accounts, chain stores 50

 and 5%. Department stores and utilities 50%.
- June 22, 1934.............Effective June 22, 1934.

 Special price list chain stores discount
 50%. Items same as on regular list, catalog
 numbers changed.
- July 5, 1934..... Effective July 16, 1934.

 (a) Special price list chain stores reducing four

items. Discounts not changed.

- (b) Regular price list eight items reduced. Discounts distributors, jobbers, premium accounts, chain stores 50 and 5 %. Department Stores and Utilities 50%.

COMPANY #2 - PRODUCTS - (A G V X B E C) Continued.

- "2% Cash Discount" to 2% Cash Discount 90 days from date of shipment.
- (b) Special list price for chain stores adding prices for toasters, waffle irons and heaters. Discount 50%.
- September 7, 1934...... Effective September 17, 1934.

 Regular price sheet one heater 50% discount

 Premium accounts, Jobbers, Distributors, Chain

 Stores, Department Stores, Utilities.
- September 8, 1934..... Effective September 18, 1934.

 Regular price sheet adding two new items. Discounts unchanged.
- October 1, 1934. Effective October 11, 1934.

 Regular price sheet reducing 23 items adding 12

 new items. Discounts unchanged.

- Movember 23, 1934...... Effective December 3, 1934.

 Regular price sheet reducing one item adding one item. Discounts unchanged.
- December 13, 1934.......Effective December 24, 1934.

 Regular price sheet adding one item. Discounts unchanged.

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- December 26, 1934..... Effective January 5, 1935.

 Regular price sheet adding one item. Discounts unchanged.
- February 20, 1935......Effective March 2, 1935.
 Regular price filing reducing price of one iron.

COMPANY #2 - PRODUCTS - (A G V X B E C) Continued

- February 28, 1935............Effective Harch 11, 1935.

 Regular price sheet adding one new item. Discounts unchanged.
- March 18, 1935..... Effective March 28, 1935.
 - (a) Regular price sheet adding one new Cord Set. Discounts unchanged.
 - (b) Reduced price on one toaster as close out item.
- May 4, 1935.......Effective May 14, 1935.

 Regular price sheet adding one new item. Re⊷
 ducing price on one item.
- Nay 15, 1935......Effective May 25, 1935.

 Regular price sheet adding two new items.

COMPANY #3 - PRODUCTS (A B C D F G H P)

- December 30, 1933..... Effective December 30, 1933.
 Original filing showing net prices for the following trade class.
 - (1) List (2) Distributor, approximately 50%
 - (3) Dealer, approximately 40% (4) Department stores and Utilities, approximately 40%
 - (5) Syndicate Buyers and Premium Accounts, approximately 50%.
 - Terms 2,3 10 days net 30 days. Delivery f.o.b. factory. Freight allowed 100 lbs. or more.
- January 29, 1934..... Effective Feb. 8, 1934.

 One item revised downward and three new items added showing minimum net price only.
- April 12, 1934...... Effective April 22, 1934.

 Six items chared from net price for various trade classifications to minimum net price, approximately the same as "Dealer" prices of December 30 33.

 Special net price on Mixer for sale to employees only up to May 13, 1934.

COMPANY #3 - PRODUCTS -(A B C D F G H P) Continued

- April 30, 1934..... Effective May 10, 1934
 - (a) Company reserves right to allow up to $7\frac{1}{2}\%$ on maximum discount for advertising or demonstration purposes.
 - (b) Special price on mixers sold to Central Stations for use by cooking school demonstrations at not less than one-half Central Station price.
- May 14, 1934......Effective May 24, 1934.
 One item reduced downward.
- July 16, 1934...... Effective July 26, 1934.

 One Toaster reduced on purchases made by customers for sales to employees to Aug.31,1934.
- July 26, 1934...... Effective Aug. 6, 1934.

 Special terms extended to distributors on purchases made between August 1st and September 30th. Shipments to be made at companys convenience after September 1st. Invoice due for payment less 2% cash discount December 10, 1934. Current requirements for immediate shipment carry regular terms.
- August 11, 1934...... Effective August 21, 1934.

 Three new items added.
- - 2. Net prices to distributors, utilities, premium accounts. (approximately 50% off). Six new items added. Three items reduced. Five items increased. 7% advertising demonstration or sales promotion allowance. Freight allowed on all merchandise (except Mixmaster cabinets) on shipments 100 lbs. or more. for shipments at one time to one destination. Terms % ten days. Special terms effective August 6, 1934, 2% cash allowed if paid by December 10, 1934 on shipments made at ecompanys convenience after September 1st.
- September 13, 1934..... Effective Sept. 24, 1934.

 Two items reduced.
- - (a) Eight items added.
 - (b) Introductory offer on new coffee maker to October 15th. Samples to dealers at \$3.48 instead of regular price of \$4.17.

CO PARY #3 - PRODUCTS (A 3 C D F G H P) - (Continued)

- Close out price filed on two items. One reduced approximately 50%, other 40% below previous best price.
- October 22, 1934..... Effective November 1, 1934 Special price on Lixers sold to colleges, central stations, department stores, etc. for use by cooking school demonstrators. Distributors price less 25%.
- December 31, 1934...... Effective January 10, 1935 Special close out price heating Pad, at \$1.00 below regular similar article.
- February 3, 1935...... Effective March 5, 1935 (a) Special demonstrator price on appliances sold to colleges, central stations, department
 - stores, dealers, distributors, electric league associations and publishers for use in cooking schools and domestic science classes. Distributors price less 25%.
 - . (b) In connection with food shows, electrical shows, etc., company reserves right to give products as door or platform prizes.
- Price two mixers increased approximately 85.

COMPANY #4 - PRODUCTS - (A B C D E F G H Q)

- Original filing covering price list discounts.
 - (1) Hardware, drugs, jewelry dealers, department stores, etc. 50 ...
 - (2) Chain stores, mail order houses, department stores syndicates 50 and 10,
 - (3) Central Stations, utilities, syndicates 50%
 - (4) Listributous 50 a 10.

Terms 25 ten days E.O.M. Delivery f.o.b. factory, Note: On coffee makers and mixers, discounts are 10, less than above. Delivery f.o.b. factory. Freight allowed on 100 lbs. or over

- January 10, 1934...... Effective January 20, 1934 Regular price list one item increased. One item decreased.
- Terms changed from 2; ten days or E.O.M. to 2; ten days net 30 days E.O.M. Invoice billed on and after 25th of month considered as first of following month.

COMPAY #4 - PRODUCTS - (A 3 C D E F G H Q) - (Continued)

- Nay 3, 1934..... Effective May 13, 1934 Special terms for mail order houses. 25 30 days or 2 15 days after receipt of goods.
- May 35, 1934...... Effective June 4, 1934 Company reserves right to allow freight on all shipments of 100 lbs. or over.
- July 30, 1934...... Effective August 9, 1934.
 - (a) Eleven discontinued items listed at special net close out prices.
 - (b) Regular price list four new items, subject to regular discounts.
 - (c) Special items (16) at special net prices.
 - (d) Seven new regular items reduced. Subject to regular discounts.
- August 9, 1934..... Effective August 20, 1934
 Thirteen new regular items at regular discounts.
- - (a) One new special item at special net price.
 - (b) Eight regular prices reduced.
 - (c) Eleven new items added under brand name "Majestic" Maximum discount to all classes of trade 50 & 10% on regular lines 50% on "Majestic" lines.
- October 27, 1934..... Effective November 6, 1934. Special sandwich toaster at special net price to all classes of trade.
- January 10, 1935...... Effective January 21, 1935
 Three new regular items added at regular maximum discounts of 50 \infty 10\sqrt{5} to all classes of trade.

Ct P. TY Free - PROTUCIS - (1 300 D E F G H Q) (Continued)

COLPANY # 5 - PRODUCTS (A-3 C H-R)

- Original filing list prices and discounts to distributors, jobbers and wnolesalers of 50, on some items and 50 $^{\circ}$ 10 on others, and 40-10-6, on others. Delivery f.o.b. factory freight 'llowed on shipments 500 lbs. and over. Discounts to central stations, Selected department stores and syndicate buyers 40 & 10%. Delivery f.o.b. destination for Metropelitan New York, otherwise f.o.b. factory. viscounts to dealers, department stores, industrial and miscellaneous outlets, 40%. Delivery f.o.b. destination. Terms to all classes of trade 2, 10th of month following date of invoice. Net 30 days from date of invoice.
- January 22, 1934..... Effective February 1st, 1934. Price on hand Vacuum Cleaner list less 50, to distributors, jobbers nd wholesalers, 40 \omega 10, to central stations, selected department stores and syndicate ouyers. 40, to dealers, department stores, industrials and miscelleneous outlets. Terms and delivery came as previously filed.
- February 21, 1934..... Effective February 21, 1934 List price on hand cleaner increased. Discounts unchanged.
- - (b) Increased discount to jobbers, distributors and wholesalers on two items from #0-10-65 to 505.

COURAY # 5 - PRODUCIS (A B C H R) - (Continued)

- March 12, 1934..... Effective March 13, 1934

 Net price on one new item for distributors,

 central stations and department stores.
- Merch 19, 1934..................Effective March 29, 1934

 New price and discount sheet making one set

 of discounts applicable to distributors, jobbers,

 wholesalers, utilities, department stores,

 syndicate buyers, premium accounts.

 Discount 50 on some items, 50 & 10 on others.

 Delivery Metropolitan New York f.o.b. destination.

 Others f.o.b. factory and freight allowed 500 lbs.

 and over.
- March 30, 1934..... Effective April 9, 1934
 List price on one toaster reduced.
- April 16, 1934..... Effective April 26, 1934

 New Net Price on two irons reduced for distributors
 and other accounts.
- May 19, 1934..................Effective June 1, 1934

 (a) New List Price and discount sheet for jobbers, wholesalers, utilities, syndicate buyers, chain stores, premium accounts. Discount 505.

 Department stores 405. Additional discounts as follows:

 One month net purchases 41000 to 41500 25.

 41000 to 4500 35. Over 4500 55. Three months net purchases for 43000 to 44500 35. \$4500 to \$7000 36 over 47500 55. \$5 ix months net purchases from \$6000 to 99000 \$5. \$9000 to 15,000 35. Over 15,000 55. The above given form of rebate when earned.
 - (b) Special discount for department stores on five items not included above.

 1 to 11 pieces 40%. 12 to 23 pieces 40 & 10%.
 24 or more pieces 50%.
 - (c) Special discount for jobbers, wholesalers, utility companies, syndicate buyers, chain stores, premium accounts covering some items referred to under (b) above.

 1 or 2 pieces 40 and 105. 3 to 23 pieces 505.

CCAPATY #5 - PRODUCTS (A B C H R) - (Continued)

- June 21, 1934..... Effective July 1, 1934
 - (a) Special net price on five items, listed as obsolete.
 - (b) Freight allowed 100 lbs. or over. 2 10th prox. net 30 days.
- August 10, 1934...... Effective August 20, 1934
- (a) Special terms August 20 to September 30 to whole-salers, jobbers, retail accounts. Purchases made from August 20th to September 30th are due for payment December 10, 1934 less 2. Shipments to be made at companys convenience. 19 items equivalent to maximum of approximately 50, discount.
 - (b) Net Quantity price schedule, applying to department stores, central stations, syndicate buyers, premium accounts, mail order houses. Freight allowed 100 lbs. or over. Terms 25 10th orox. net 30 days from d.o.i.
- October 5, 1934..................Effective October 15, 1934

 New price sheet changing quantity prices to list and discount applying to distributors, jobbers, central stations, department stores, syndicate buyers, chain stores and premium accounts. Discount varies 50% some items, 50 & 10% on others, 50-10-7% on others.

 Terms unchanged. Delivery f.o.b. factory except Metropolitan New York otherwise freight allowed 100 lbs. or over.
- October 22, 1934..... Effective November 11, 1934.

 Special terms to wholesalers, jobbers, retailers, on purchases made between October 15th and November 15th, due January 10th, less 25. Shipments made at companys convenience.
- January 22, 1935..... Effective February 1, 1935 New produce discount 50 & 100 to distributors, jobbers central stations, department stores, syndicate buyers, chain stores, premium accounts.
- April 5, 1935...... Effective April 15, 1935
 Few price sheet similar to sheet effective
 October 15, 1935, eliminating three items. Adds one
 new item increase to list price.
 Discounts unchanged. Terms 25 15th prox. Net 30 days.
 Shipments made after 25th of month receive invoice
 dated first of following month.

COMPANY %6 - PRODUCTS (A B C D E F G I K Q) (Owned by Company %4.)

- December 30, 1933....effective December 30, 1933.
 - (a) Regular price sheet minimum net price to distributors, chain stores, mail order houses, department stores, syndicates, 5% extra discount to large hardware, drug, jewelry, department, stores, utilities, syndicates, etc. Terms 2% ten days or E. O. M. Delivery f.o.b. factory.
 - (b) Minimum net price on special items to distributors, chain stores, mail order houses, department stores, syndicates, utilities, syndicates, etc.
 - January 10, 1934.....effective January 20, 1934 One new item added on special price sheet.
 - January 22, 1934.....effective January 22, 1934 New item added on special price sheet.
 - February 6, 1934......effective February 16, 1934 Special price sheet four items increases.
 - February 12, 1934......effective February 9, 1934 New item on regular price sheet.
 - February 16, 1934.....effective February 19, 1934 New item added special price sheet.
 - February 26, 1934.....effective March 8, 1934
 New item added regular price sheet.
 - February 27, 1934.....effective March 9, 1934 Three new items added regular price sheet.
 - March 5, 1934.....effective March 15, 1934
 Regular price sheet one new item added. One item reduced.
 - March 8, 1934..... effective March 18, 1934 Regular price sheet - one new item added
 - March 9, 1934......effective March 19, 1934 Regular price sheet nine items reduced. One · item increased.
 - March 16, 1934......effective March 26, 1934 Regular price sheet - one item reduced.
 - March 30, 1934......effective April 9, 1934 Special net price two discontinued items.

- April 2, 1934......effective April 12, 1934 Special price sheet one new item added.
- April 10, 1934......effective April 20, 1934

 Terms changed to include invoices billed after

 25th of month take dating first of following

 month.
- April 16, 1934.....effective April 26, 1934 Regular price sheet one item reduced.
- May 3, 1934......effective May 14, 1934 Special terms for mail order houses - 2,5 30 days or 2,5 15 days from receipt of goods.
- May 22, 1934.....effective May 22, 1934

 New special price sheet one new item added.
- May 25, 1934.....effective May 25, 1934
 Regular price sheet one new item added.
- Movember 5, 1934......effective Movember 15, 1934
 Special net price four items to large hardware,
 drug, jewelry, department stores, distributors,
 chain stores, mail order houses, department
 store or furniture syndicates, utility syndicates. Terms 2/3 E.O.M. 30 days net f.o.b.
 factory.
- January 10, 1935.....effective February 21, 1935 Regular price sheet nine new items added
- February 11, 1935......effective February 21, 1935

 New price sheet combining regular and special

 items reducing six prices increasing one

 price and omitting any reference to customer

 classification.

COMPANY #7 - PRODUCTS - (A B D E F H I M H)

December 30, 1933.....effective December 30, 1933

(a) Original filing. List price with a discount of 50% to jobbers, large chain stores and mail order houses. 40% to public utilities, department stores and dealers. Similar price list and discount schedule with higher list price filed for Western territory. Terms 2% 10th prox. net 30 days. F.O.B. factory or warehouse. Freight allowed 100 lbs. or more.

- ...

- Freight equivalent allowed express shipments 100 lbs or more.
- (b) Minimum net price for any trade classification filed for two items.
- - (a) Eastern territory list prices unchanged.
 Discount schedules 50, to jobbers, distributors, premium accounts, chain stores, mail order houses. Also statement that company will furnish demonstrators.
 - (b) Western price list same discounts with higher list price.
- March 30, 1934..... Effective April 2, 1934

 List price one item increased
- April 26, 1934......Effective May 8, 1934

 List price one item reduced.
- July 19, 1934...... Effective July 27, 1934

 List price one item reduced, returning to

 May 8th price.

No change in discount.

- - (a) Company will furnish demonstrations for any of their products.
 - (b) Special prices for use by instructors or demonstrators, or to Domestic Science Schools, not to exceed lowest distributors price.
 - (c) An allowance not to exceed $7\frac{1}{2}\phi$ for advertising and sales promotion.

	ppliances may be given as door prizes or to rewards for special sales effort.
July 33, 19	34 August 2, 1934
On	e new item added.
July 27, 19	34 Effective August 6, 1934
ivii	nimum net price on two special brand items.
July 28, 19	34 Effective August 7, 1934
Au je	ecial terms on orders received between gust 8, 1934 and October 10, 1934. Sub- ct to 25 discount December 10, 1934 - t December 20, 1934.
August 21,	1934 31, 1934
Sin	ecial net close out price one item.
September 4	, 1934
Wi	l shipments made after 24th of any month ll be billed as of first of following nth.
	4, 1934Effective September 24, 193 ecial net close out price two items
September 2	4, 1934 Effective October 4, 1934
re	extra discount to customers who buy for sale to their employees or other customers ployees.
September 2	6, 1934 Effective October 6, 1934
Spo	ecial net close out price 14 items.
October 8,	1934 Effective October 18, 1934
te: ar	atement that in all past filings where rms have not been specifically mentioned subject to regular terms and delivery lowance as published.
(b) Sp.	ecial net close out price 15 items.

⁽a) One new item added.(b) List price and item reduced.

40, discount on sales to individuals. . This covers miscellaneous sales commonly known as "Courtesy" discounts. On all sales between November 27th and December 31st, company reserves right to give January 1, 1935 date. Company will allow ons-half of transportation charges on express shipments during December, . 1934. January 11, 1935.......Effective January 21, 1935 Minimum net close out prices four items. Minimum net close out prices seven times. Special close out price one item, subject to regular discount. Special net reduced prices for various classes of trade 'two items.

Special net close out price one item.

COMPANY #8 - PRODUCTS - (A B C D E F G H I J K X)

Original filing.

- (a) List Price
- (b) Dealer price sheet one to five appliances 35% discount. Six more 35 & 5%.

- (c) Net trade price list, (approximately 50% off list)
- (d) Central station price list, (approximately 40% off list) and subject to 10, additional discount to certain large retail accounts in consideration of either performances or volume, or both.

 Terms cash discount 2%.

Special net prices for quantities of one untranded household iron, to large retailers and distributors, to meet similar prices of company #10, effective February 12, 1934.

February 14, 1934...... Effective February 24, 1934

- (a) Dealer discount changed one to five appliances 35%. 6 to 11, 35 & 5%. 12 or more 40%.
- (b) One new item added.

Three items reduced to meet Companies #14 and #10, effective March 1, 1934.

Five new items added, showing net prices to distributors and net prices to other than distributors.

One new item added, showing net prices to distributors and net prices to other than distributors.

One new item added, showing net prices to distributors and net prices to other than distributors.

- March 31, 1934..... Effective March 31, 1934
 - (a) Minimum net prices for retailers
 Terms 2, cash freight allowed 100 lbs.
 or more. This filing incorporates all

previous changes but does not change prices.

(b) Minimum price list for all obsolete appliances.

One special brand non-automative household iron minimum net price to quantity buyers, contract buyers, manufacturers, utilities, premium accounts or distributors. Price range from \$1.24 to \$1.395 based on quantity from 5,000 to 10,000. Terms f.o.b. factory meeting price of company # effective April 9th.

Special brand percolator. Distributors net prices from \$3.15 to \$3.41. Net price to other buyers from \$3.35 to \$3.51. Both based on quantities from 1,000 to 2,000 or more. f.o.b. factory. No freight allowed.

New item. Two special brand percolators net prices to distributors and other than distributors.

Regular cash discount and delivered terms.

Two new items net price to distributors - net price to other than distributors.

Clarifying statements.

- (a) Distributors include jobbers and wholesalers.
- (b) Minimum net prices apply to jobbers and wholesalers.
- (c) Minimum resale prices apply to department stores, mail order houses, utilities.
- (d) Price for other than distributors apply to department stores, mail order houses, utilities.

June 7, 1934..... Effective June 18, 1934.

(a) One close out item net price to jobbers and wholesalers. Het price to department stores, mail order houses, utilities. Regular cash discount and delivery terms.

		(b) Het price to jobbers and wholesalers reduced three items.
Jųne	12,	1934 Effective June 22, 1934
		Four new items added.
June	18,	1934 3ffective June 28, 1934
		Price one item decreased. One item increased. On new item added.
June	28,	1934
		Company will award to any retail sales clerk who sells 12 or more of a certain item between July 15 and December 14, one item for his own use.
July	11,	1934
July	19,	1934 Jffective July 30, 1934
		Net price to jobbers and wholesalers and net price to department stores, mail order houses and utilities on ten new items. Regular cash delivery terms.
July	20,	1934 Iffective July 30, 1934
,		Net prices five items decreased.
July	SO,	1934 2ffective August 9, 1934
		Net price one new item.
Augus	t 3,	1934 Tffective August 13, 193
		Net price two new items
Augus	t 4,	1934 Effective August 14, 183
		(a) Complete price filing on regular items, bringing all previous revisions up to date. Terms changed to 2,, 10th

· . prox.

- (b) Frice list bringing special brand items up to date.

Special sales promotion allowance on one item between November 1st and December 24th, \$1.00 allowance per item to distributors, wholesalers, and jobbers. \$.98 allowance per item to department stores, mail order houses, central stations.

- December 8, 1934...... Effective December 8, 1934

 One-half of express charges allowed on shipments made during December, beginning December 8th, meeting competitive filing.

- Terms. Where credit rating warrants, company will extend 2, 10th prox: net 60 days.
- Terms changed. Where credit rating war-rants company will extend % 10th prox net 30th prox.

- February 31, 1935.......Effective March 4, 1935

 Price on a special brand item increased.
- March 7, 1935...... Effective March 8, 1935
 - (a) Two new items added.
 - (b) Price to premium accounts who do not offer merchandise for resale same as price to distributors, wholesalers and jobbers.
- March 12, 1935...... Effective March 22, 1935.

 Price one special brand item reduced.

Sales promotion allowance on one item to distributors, wholesalers and jobbers and premium houses - \$1.00 net each. To department stores, mail order houses and central stations 98ϕ each.

- - (a) Two new items added.
 - (b) One obsolete itam reduced.

- - (a) One new item on sheet effective April 1st cancelled.
 - (b) One new item added.
- May 2, 1935..... Effective May 13, 1935
 - (a) 15 regular items reduced
 - (b) 10 regular items reduced now considered. obsolete.

(c) 5 new items added.

May 18, 1935..... 3ffective May 28, 1935

Price of five items listed as obsolete effective May 13th increased in price.

COMPANY #9 - PRODUCTS- (A B C D E F G H I M N O Q)

Original Filing.

- (a) Regular line, list price with the following discounts. Distributors 50 & 10%, jobbers 50 & 7½%. Chain stores, mail order houses, syndicate buyers 40-10-10%. Department stores, large dealers, utilities 40-10-5%. Terms 2% 10th prox. Delivery f.o.b.factory.
- (b) Special line. list price with following discounts. National chain stores, mail order houses 50%, chain stores, syndicates, department stores 40-10-5%. Terms 2% 10th prox. f.o.b. factory or New York warehouse.

One new regular item added. Discount distributors and jobbers 50% - department stores and syndicates 40-10-5%.

March 1, 1934...... Effective March 1, 1934

Two new special items added. Discounts un-changed.

- - (a) One new regular item added. Discounts same as original filing.
 - (b) Seven close out items at special list price with 50, discount to distributors, jobbers and large sources.
- August 2, 1934......Effective August 13, 1934
 - (a) Complete new price sheet for regular items. Five items reduced. 17 items: increased. 10 items added. Discounts distributors 50 & 10%. Jobbers 50 & 5%. Department stores, central stations, chain stores 50%. Special advertising or promotional allowance 10%. Terms 2% 10th prox.

- 30 days extra West of Rockies. Delivery f.o.b. factory.
- (b) New price list for special items. One item reduced, 9 items increased, 3 new items added. Discounts 50 & 7½,5, to chain stores, distributors, premium accounts. 50,5 to department stores and retail outlets. Terms 2,5 prox. 30 days extra West of Rockies. Delivery f.o.b. factory.
- (c) Eleven close out items at special list price, less 50% to distributors, jobbers and large merchandise users. Terms 2% 10th prox. f.o.b. factory.
- August 27, 1934...........Effective September 6, 1934
 - (a) Seven new regular items added.
 - (b) New Price sheet on special items reducing 15 items adding 2 new items. Discounts and terms unchanged.

Three close out items at special list prices less 30; discount to distributors, jobbers, department stores and chain stores.

November 8, 1934......Effective November 19, 1934

Three regular items reduced. Discounts and terms unchanged.

- - (a) Four new items added.
 - (b) 10, advertising and sales promotion allowance on special items.

February 13, 1935.......Effective Tedurary 23, 1935

- (a) Seven new regular items added.
- (b) One new special item added.
- (c) Discounts: Distributors 50 & 105, Chain stores, mail order houses syndicates 50 & 5%, Department stores, large retailers 50%.

Two special items reduced by additional 10% discount to close out these numbers.

COMPANY #10 - PRODUCTS - (ABCDEFGHIJKSTUW)

- December 30, 1933......Effective December 30, 1933
 Original filing. List price schedule with following discounts. Department stores and utilities 40%.
 Large hardware, drug, jewelry, department stores and utilities 40 & 10%. Syndicate buyers 40-10-5%.
 Distributors, jobbers, large premium accounts, special net list less 5%.
- January 4, 1934........Effective January 15, 1934

 Special promotion allowance of \$1.00 per item to cover trade—in on heating pads from January 15th to February 28th, 1934.
- February 5, 1934..... Effective February 15, 1934
 Special brand iron in lots from 1000 to 5000.
 Price to utilities from \$1.75 to \$1.75 less 10%.
 Jobbers from \$1.75 less 5% to \$1.75 less 10 & 5%.
 Terms 2% 10th prox. net 30th prox. Delivery f.o.b.
 Factory.
- February 19, 1934...... Effective March 1, 1934.

 Twenty one discontinued items at special net prices to jobbers and to others than jobbers.
- March 29, 1934.........Effective april 9, 1934

 Special brand iron in quantities from 1000 to
 100,000 or more. Net price with sales service
 and customary literature from \$1.75 net to \$1.75
 less 20%. Without sales service or literature
 from \$1.55 net to \$1.55 less 20%. Above prices
 to quantity or contract buyers, manufacturers,
 utilities, premium houses or distributors. Terms
 2% 10th prox. f.o.b. factory.
- April 13, 1934...... Effective April 23, 1934

 Five special brand items special net price to retailers and special net price to distributors;

 Terms 2% ten days net 30 days. f.o.b. factory

 freight allowed 100 lbs. or more.
- April 25, 1934...... Effective May 5, 1934
 Special brand aluminum percolator. Net price to retailers special net price to distributors, quantity or contract buyers, manufacturers, utilities, premium accounts. Terms 2% 10th prox. f.o.b. factory freight allowed 100 lbs.
- May 8, 1934..... Effective May 10, 1934

 Special advertising and demonstrator allowance 7½% filed to meet Companyeffective May 10th

COMPANY #10 - PRODUCTS - (A B C D E F G H I J K S T U W) Continued

- June 1, 1934..... Effective June 11, 1934.
 One regular item decreased. Two new regular items added.
- July 12, 1934...... Effective July 12, 1934.

 November 1st dating subject to 25 discount November 10th, to be extended on stock orders shipped at company's convenience, covering Fall and Holiday requirements. (Meeting competition)

 Current requirements for immediate shipments carry regular terms.
- August 22, 1934...... Effective September 1, 1934
 Complete new price revision entire line regular
 appliances. Discount dealers 10%. Department stores,
 utilities, hardware, drug and jewelry stores 15%.
 Syndicate buyers 15 & 5%. Distributors, jobbers and
 premium accounts 20 & 5%. 7% additional advertising
 and promotion allowances for customers meet certain
 requirements. Terms net 60 days. Delivery f.o.b.
 factory. Freight allowed 100 lbs. Stock orders for
 fall and holiday requirements will receive November
 lst dating, subject % cash discount November 10th.
 Current requirements for immediate shipment carry
 regular terms.
- September 10, 1934..... Effective September 20, 1934

 Three regular items reduced four increased.
- November 27, 1934...... Effective December 3, 1934 Allowance of one-half transportation on express shipments made during month of December to meet competitive filing effective December 3rd.

COMPANY #10 - PRODUCTS - (A B C D E F G H I J K S T U W) Continued

December 28, 1934..... Effective January 7, 1935
Regular price sheet revised reducing 21 items, increasing two items, adding 12 items.

Add to terms 2% 10th prox. West of Rocky Mountains 30 days extra.

Future dating. April 1st dating will be offered on stock orders covering spring requirements.

- - (a) Regular terms changed from net 60 days to net 30 days E.O.M.
 - (b) One new regular item added.
- January 10, 1935 Effective January 10, 1935 Cancel filing effective January 7, 1935 offering April 1st dating covering spring requirements.
- - (a) Two new regular items added
 - (b) One special iron. Net price to distributors, wholesalers, jobbers and premium houses \$1.28. Net to department stores, central stations, mail order houses \$1.35 each.
- May 24, 1935 Effective June 3, 1935
 - (a) Two regular items reduced. One increased.

 Three new items added
 - (b) Stock orders to be shipped at companys convenience after June 1st, will carry October 1st date.

COMPANY #11 - PRODUCTS (A B C D E F G H I P T)

December 30, 1933..... Effective December 30, 1933

Original filing list price; following discounts:

- Dealers, department stores and utilities 40%.
 Large department jewelry, drug and hardware stores 40 & 10%
- (3) Syndicate buyers, mail order houses, chain stores 40-10-5%

(4) Jobbers and distributors 35-20-5%.

Terms 2% prox. E.O.M. 30 days extra West of Rocky Mountains.

- February 26, 1934 Effective February 26, 1934 Three new items added
- March 7, 1934 Effective March 17, 1934

 Nine items placed on special net price schedule for large premium users. (Below best discount prices)

- April 9, 1934 Effective April 19, 1934 List price one item reduced:
- April 9, 1934....... Effective April 9, 1934
 Special brand iron quantities 1000 to 10,000 or more
 without sales service or literature. Price from \$1.55
 net to \$1.24 net, depending on quantity. Prices are
 for contract buyers, manufacturers, utilities, premium
 houses or distributors. Filed to meet Company #10
 effective April 9th.
- May 11, 1934 Effective May 21, 1934 Special advertising or demonstration allowance of 7½ where customers meet certain requirements volume or sales effort.
- May 14, 1934 Effective May 22, 1934 Special minimum net price to jobbers and to other than jobbers on one close out item.
- May 28, 1934 Effective May 28, 1934 List price seven items reduced to meet prices filed by Competition.
- July 5, 1934...... Effective July 15, 1934

 (a) Special net price on eight items for jobbers, distributors, large premium accounts. (b) Supplemental price list added 26 new items, reducing nine items, increasing one item. Fall dating. Customers ordering stock shipments for fall requirements 2% discount January 10th, 1935 net February 1, 1935.
- July 16, 1934 Effective July 26, 1934

 (a) Special minimum net price to jobbers and to other than jobbers. One discontinued item.

 (b) Fall dating revised. Stock shipments for fall requirements eligible 20 discount December 10th net January 1st, 1935.
- July 31, 1934 Effective August 10, 1934 One new item added.
- August 10, 1934 Effective August 10, 1934
 Two previously filed close out items eliminated from list.
- During December, 1934 company will allow one-half of transportation charges on shipments when necessary.

- December 10, 1934 effective December 20, 1934
 - (a) Four new items added.
 - (b) Special net price three items for jobbers, distributors and large premium users.
- December 17, 1934......effective December 27, 1934 List price five items reduced.
- January 14, 1935 effective January 24, 1935
 - (a) One new item added with special net price for jobbers and distributors.
 - (b) Special net price one item for large premium users.
- January 23, 1935 effective February 2, 1935 One item previously listed and discontinued now removed.
- January 31, 1935..... effective February 11, 1935
 - (a) Six list price items reduced
 - (b) Two items reduced to special net price for jobbers, distributors, large premium users.
- March 11, 1935effective March 21, 1935
 Two new items added.
- April 19, 1935 effective April 29, 1935 Special net price one electric iron to distributors, jobbers and premium users \$1.28. Department stores, dealers, utilities and other classes of trade \$1.35.
- May 15, 1935effective May 25, 1935
 - (a) One item list price revised downward.
 - (b) One new item added.
 - (c) Special net prices two items to jobbers and distributors, and to department stores, dealers, utilities and other classes of trade.

COMPANY # 12 - PRODUCTS (A B C D E F G H I M N O)

- January 4, 1935 Effective January 14, 1935 Original filing, List prices with following discounts.
 - (1) Distributors 50 and 5%.
 - (2) Jobbers, mail order houses, chain stores, department stores, premium accounts 50%.
 - (3) Small department stores, small jobbers, large dealers 40%.
 - (4) Additional 5% to quantity buyers (S) Terms 2% 10 days 30 days net. Delivery f.o.b. factory.
- February 15, 1934 Effective February 25, 1934
 - (a) List prices regular items with following discounts.

 Jobbers 25%. Department stores, chain stores, premium accounts, central stations 10 & 5%. Extra discount up

COMPANY # 12 - PRODUCTS (A 3 C D E F G H I M N O) - Continued)

to 12% allowed for service rendered and quantity purchases.

Terms 2% 10 days or E. O. M. 30 days net.

West of Denver 30 days extra. Delivery f.o.b. factory or warehouse. Freight allowed 100 lbs. or more.

- (b) Special net price covering special line.
 Discounts jobbers, department stores, central stations, chain stores, premium accounts 10%.
 Terms 2% 10 days or E.O.M. 30 days net. West of Denver 30 days extra. f.o.b. factory or warehouse.
- April 11, 1934 Effective April 21, 1934.

(a) Special trade classification Coffee roaster or coffee jobber special discount 40-10-5%.

- (b) Special extra promotion allowance 10% on glass coffee makers for demonstration or advertising purposes.
- (c) Two new items added.
- July 20, 1934 Effective July 30, 1934. Eleven special new items added.
- August 20, 1934..... Effective August 23, 1934.
 - (a) December 1st dating subject to 25 10th prox. on
 - (a fall orders.
 - (b) Advertising sales promotion allowance 10, to meet competition.
- August 27, 1934 Effective September 6, 1934
 New regular price list reducing list price on 36 items increasing list price on 17 items adding 73 new items.
 Discounts distributors, jobbers 40 & 25%. Mail order
 houses, chain stores, department stores, central stations,
 premium accounts 50%. Dealers 40%.
- October 25, 1934..... Effective November 5, 1934
 - (a) Two new items added
 - (b) One new special item at special net price to all classes of trade.
 - February 7, 1935 Effective February 18, 1935 33 new items added.

COLPANY #13 - PRODUCTS (A B C D E F H I K N)

(This company filed under four different brands and each will be handled separately.)

BRAND "A"

- December 30, 1935 effective December 30, 1933 Original filing jobbers list price, subject to following discounts; Jobbers, department stores, central stations and chain stores 10%. Terms 2% 10th E.O.M. Denver and West 30 days extra. Delivery f.o.b. factory or warehouse.
- March 19, 1934..... effective Parch 29, 1934 Four new items added.
- July 17, 1934effective July 27, 1934

 New list price sheet. Twelve items reduced. One item

 increased. 30 new items added subject to following

 discounts. 10% to all classes of trade. Terms Company
 reserves right to extend invoice dating as of September

 1st to customers on holiday purchases.
- January 18, 1935...... effective January 28, 1935
 Price list previously filed subject 10% discount for
 jobbers, distributors, department stores, central stations,
 chain stores, mail order houses. Advertising and demonstration allowance 12½%.

BRAND "B"

- December 30, 1933........................effective December 30, 1933

 Net price list subject to following additional discounts.

 Jobbers 25%. Department stores, central stations, chain stores 10 & 5%, plus extra discount up to 12% for special service for special quantity purchases. Terms 2% cash 10th E.O.M. Denver and West 30 days extra. Delivery f.o.b. factory or warehouse. Freight allowed 100 los. or more.

COMPANY #13 - PRODUCTS - (A B C D E G H I K N) (Continued)

January 7, 1935 Effective January 17, 1935 September 1st dating on holiday purchases eliminated.

BRAND "C" (Special brand merchandise)

- January 8, 1934 Effective January 18, 1934 One new item added.
- March 19, 1934..... Effective March 29, 1934
 Two new items added.
- August 31, 1934 Effective September 10, 1934 One item reduced.

BRALTD "D"

- December 30, 1934 Effective December 30, 1934 Original filing. Wet prices subject to additional discounts jobbers, department stores, central stations chain stores, 10%. 2% Cash 10th E.O.M. Denver and West 30 days extra. f.o.b. factory or warehouse.
- March 19, 1934 Effective March 29, 1934 Four new items added.

COMPANY #14 - PRODUCTS - (A B C D E F G H I O T)

- December 30, 1933..... Effective December 30, 1933 Original filing
 - (a) Retail price
 - (b) Special net price for companys own jobbers.
 (Approximately 50% off List). Terms 2% 10 days net
 60 days. Delivery f.o.b. factory, 100 lbs. or more
 f.o.b. jobbers warehouse point. Express shipments
 100 lbs. or more subject to freight allowance.
 - (c) Net price for regular jobbers. (Approximately 40% off List). Terms 2% 10 days 30 days net. Delivery f.o.b. jobbers warehouse point. Express shipments 100 lbs. or more subject to freight allowance.
 - (d) Resale prices, showing both retail prices and net prices to resale outlets. (From 35% to 38% depending on quantity). Terms 2% 10 days net 30 days, except sales to U.S. Government which are net.

COMPANY if 14 - PRODUCTS - (A B C D E F G H I O T) (Continued)

- (e) Central stations and department stores 40 & 10% from list price. Terms 2% 10 days net 30 days.
- February 6, 1934..... Effective February 16, 1934

 (a) Three new items added giving list price and minimum net price
 - (b) Special net close out price one item.
- February 12, 1934 Effective February 12, 1934
 Special brand iron quantities from 1000 to 5000
 or more jobber net price from \$1.67 to \$1.50.
 Utility price from \$1.75 to \$1.575 f.o.b. factory
 2% 10 days net 30 days. Meeting Company #8.
- February 19, 1934...... Effective February 19, 1934

 (a) Same items as filed effective February 16th, adding resale price and special net price to utilities and department stores who may receive a maximum discount of 40 & 10% from list instead of net price.
- February 19, 1934...... Effective March 1, 1934

 Adding one new iron showing list price jobber
 net resale, net utility and department stores net.

 Utility and department stores may receive extreme
 discount 40 & 10% from list in place of net price.

1 to 5 pieces 35% 6 to 11 " 35-5% 12 or more " 40%

March 1, 1934..... Effective March 1, 1934

Original filing. Complete line room heaters.

(a) retail price

- (b) Companys own jobbers net prices, (approximately 45%)
 Terms % ten days net 60 days. Delivery f.o.b.
 factory.
- (c) Regular jobbers net prices, (approximately 45%)
 Terms 2% 10 days. Net 30. Delivery f.o.b. factory.
- (d) Resale price sheet showing both retail price and net prices to resale agents, (Less than 3-25% 3 or more 25-10%)
- April 9, 1934 Effective April 9, 1934

 Special brand iron minimum net price to quantity or
 contract buyers, manufacturers, utilities, premium
 houses or distributors. Quantities from 1000 to 10,000
 or more. Net price from \$1.55 to \$1.24. Above without
 sales service or literature. Terms % cash discount f.o.b.
 factory. To meet filing by Company #10 effective April 9, 1934.

- - nore. (to others then jobbers)

 (b) Resale net prices/revised downward 65 items.
 One increased. Terms 25 net 10 days 30.
 Delivery freight allowed 100 lbs. or more.
- June 21, 1934..... Effective July 2, 1954 One now item added.
- June 25, 1934..... Effective July 5, 1934 Minimum net price one iron reduced.
- July 21, 1934..... Effective July 31, 1934
 - (a) Supplementary price sheet reducing seven items adding 13 new items.
 - (b) Special terms from August 1, 1934 to October 15, 1954 25 cash discount. December 10th net January 1, 1935.
- August 17, 1954...... Effective August 27, 1954
 Complete net price filing bringing past revisions
 up to date. Resale outlets defined as utilities,
 department stores, premium houses and mail order
 houses.

- December 22, 1934...... Effective January 22, 1955 One new item added. Two items reduced.
- January 5, 1957...... Effective January 15, 1955 Sewen items reduced.
- January 3, 1935...... Effective January 15, 1935.

 All items listed s close out naterial will be discontinued when present stock has exhausted.

- January 19, 1975..... Effective January 29, 1935.

 Price filed one close out item.

Section of the section

COLPAIN #2

Key to Symbols

→ Price Increased

.... ov

- Price Reduced
- * Now Itoms

D	oc	omi	0	3	r	 3	0	,]	93	33
								. 3, 17		

Catalog	Munber	List Price	Distributors .	Jobbers Dog !f Stores Utilities	Chain Stores
AEU 11 11 11 11 11 11 11 11 11 11 11 11	402 406 308 309 403 404 307 42 46 43	\$1.40 1.40 1.90 1.64 1.40 1.40 1.64 1.50 1.30	50 - 5% 50 - 5 50 - 5 50 - 5 50 - 5 50 - 5 50 - 5	50% 50 50 50 50 50 50 50	50% 50 50 50
11	34	1.30 1.35		6,	50

February 2, 1934

Catalog Number	List Price	Distributors Promium Accounts	Jobbers Dep!t Stores Utilities
AEU - 304 305 42 46 43 44 34	\$1.42* 2.63* 1.30 1.30 1.30 1.30 1.30	50 - 5% 50 - 5%	50% These 5 items are offered to the trade at a discount of 50%. However no trade classifications are specified.

February 9, 1934.

Catalog I	Tumber	List	Pr.	ico
AEUB - 40	77	\$1.6	55*	ITot

TOASTERS

COLPANY #2 (Continued)

February 26, 1934

Catalog	Numbor	List Pr	ica. Di	stributo Promium Accounts	Do	Jobbers p't Stores tilities	3
AEU -	402 .	. \$1.40)	50 - 5		50	
	304	1.42)	50 - 5		50	
	305	2.63	3	50 - 5		50	
	406	1.40)	50 - 5		50	
	308	1.90)	50 - 5		. 50	
	309	1.64		50 - 5		50	
	403	1.40)	50 - 5		50	
• 3	404	1.40)	50 - 5		50	
	307	1.64	:	50 - 5		50	
	Combi	nes previou	s filings	and adds	s Pronium	Accounts.	

Sentember 1, 1934

Catalog	Number	List Price	•
AEU -	34	\$1.42-)	*
	304	1.42")	• .
	307	1.64)	ϵ^j
	308	1.90)	(Chain Stores
	309	1,64)	(Distributors
	42	1.37-)	50 - 5% - (Premium Accounts
	402	1.40)	· (Jobbors
	43 .	1.37-)	· (Department Stores
	403	1.40)-	(Utilitios
	44	1.37-)	,
	404	1.40)	
	46	1.37-)	<i>;</i>
	406	1.40)	
AEUB	407	3.48*)	

Eliminates #305 adds # 42,46,43,44,34 to this list and increases each price.

September 1, 1934

Catalog AEU -	Numb	ers	Cha	ain 8 50%		ros	List \$1.	·Prices	5
	42			50			1.		
	43			50			1.	30	
	44			50			1.	30	
	46			50			1.	30	
AEUB	407			50			. 3.	30 ⊶ਂ	
		Adds	AEUB	407	to	this	list.	*	

September 18, 1934

Catalog Number	List Price	
AEUB - 408	\$1.52*	50 - 5% Promium Accounts, Jobsers,
		Distributers, Chain Stores,
9822		Department Stores, Utilities

TOASTELLS

CO. PAIT #2

October 11, 1934

Catalog AEU →	Number 34 304	List Price (\$1.37-) (1.37-)	
AEUB →	407 409 500 501 52 502	3.47-) 2.63*) 50 1.37*) 1.37*) 1.40*)	(Distributors, Chain Stores) - 55-(Premium Accounts, Johbers, (Department Stores, Utilities

Otobor 25, 1934

Catalog	Humber	List Price	
AEU -	308	\$1.89*	
	34		Eliminat.d.

February 9, 1935

Catalog Number List Price AEU - 34 \$1.37 x) 38 1.89 x) 39 1.64 x) 42 1.37) 43 1.37) 44 1.37) 46 1.37) 48 1.52 x) 49 2.63 x) 50 1.37 x) 51 1.37 x) 52 1.37 x)	(Distributors, Chain Stores, 50 - 55-(Premium Accounts, Jobbers, (Department stores, Utilities.
---	---

x Prices unchanged stock numbers channel from three digets to two digets. #402,403,404,406,407,502 eliminated.

	March 11, 1935		
	Catalog Number	List Prices	
	34	\$1.37	
	37	1.64	
	38	1.89	
	39 .	1.64	
	42	1.37	
	43	1.37	
	4.1	1.37	50 - 5% Same classes of trade as above
	46	1.37	
	48	1.52	
	49	2.63	
	50	1.37	
00.00	51	1.37	
9822	52	1.37	Stock number prefix removed.
	53	1.63*	

TOASTERS

Company #2

March 28, 1935

Catalog Humber	List Price	,	Department Stores, Utilities,
46	\$.88-	50 → 5%	Premium accounts, Jobbers,
Close out item.			Distributors, Chain Stores.
			•

Trend of Prices on One Toaster Throughout Period of Price Filing.

Company #2

List Price

1.64

AEU 46

WEO #0	LIST PILCE				
12/30/33 2/ 2/34 9 / 1/34	\$1.30 1.30 1.37	50% Chain Stores 50-5% Distributers 50% Max. Discount, No trade classifications 50-5% Premium Accounts, Jobbers, Distributers, Chains, Department Stores, Utilities.			
	1.30	50% To chain stores.			
3/28/35		50-5% Promium Accounts, Jobbons, Distributors,			
Close out	itom	Chain Stores, Department Stores and			
		Utilitios			
<u>A</u> JU <u>309</u>	List Price				
12/30/33	\$1.64	50 - 5% Distributors 50 Jobbers, Department Stores, Utilities.			
2/26/34	1.64	50 - 5 Distributors, and Premium Accounts 50 - Jobbers, Department Stores, Utilities.			
9/1 /34	1.64	50 - 5 Premium Accounts, Jobbers, Distributers. Chains, Department Stores, Utilities.			
AEU 309 Changed to					
AEU 39 2/9/35	1.64	n, n n, n n			
AEU 39 Char	nged to				

Note that AEU 309 was changed to AEU 39 and later to #39 although the list price remained constant.

11

COLIPAINY: #8

December 30, 1933

Catalog	List	. Resale	Minimum	Central
Number	Price	Agencies	Met	Stations
129 T 31 " " 17 " " 23 " " 25 " " 37	\$7.95	\$4.91	\$3.93	\$4.77
	5.95	3.£7	2.94	3.57
	6.95	4.29	3.44	4.17
	3.95	2.44	1.95	2.37
	3.50	2.16	1.73	2.10

Fobruary 24, 1934

Dealer Discount from List

1 to 5 Appliances 35% 6 to 11 " 35 - 5% 12 or more " 40%

April 6, 1934

Catalog Number	Rosalo Agencios	Distributors	Gentral Stations
119 T 3 9 *	\$2.03	\$1.95	\$2.03
ifay 31, 1934			
	Rosalo Aguncius		· ·
119 T 37*	Department Store		2.03
119 T 38→	Mail Orlar House	S .	
Obsolete items	<u>Utilities</u>		
199 T 31 Eliminated	40 50		4
119 T 17*	\$2.59		\$2.35
159 T 23*	3.03		2.75
159 T 25*	1.72		1.56
July 30, 1934	·	,	
119 T 37-	1.53		1.47
August 14, 1934			
119 T 38	2.03		1.95
Horranda y 7 1074			

November 7, 1934

129 T 17 Eliminated

159 T 23 " 159 T 25 "

COLPANY #8 Continued

December 18, 1934

Catalog Number	Department Store Mail Order House Utilities	Jobbers Wholesalers
119 T 40*	\$1,51	\$1.47
May 13, 1935		•
119 T 37→ 119 T 38↔	1.43 1.51	1.40 1.45

TOASTURS

Chart Showing Some Price Ranges

COMPANY #18 Continued

Date -	Distributors	Jobbers Wholesalers	Department Stores Mail Order Houses Utilities
4/ 6/34 5/31/34 8/14/34 5/13/35	\$1.95	\$2.03 1.95 1.45	\$2.03 2.03 1.51
Model 119 T	<u>37</u>		
5/31/34 7/30/34 5/13/35		1.80 1.47 1.40	1.53 1.43
Model 119 T	40		
12/18/34*		1.47	1.51
Models			
119 T 17* 169 T 23* 159 T 25*		2.35 2.75 1.56	2.59 3.03 1.72

This Company's original filing was effective December 30, 1933 Prices and Models filed originally were discontinued. At the end of price filing the company had 6 teasters in their current line.

COTPATY #9

January 14, 1934 (Cancelled by Filing August 13, 1934)

Catalog Hunber	List Price	Distributer	Jobber	Chain Stores O. Houses Sindicites	Dep't Stores Large Dealers Utilities
505	\$1.40	50-10%	50-77,3	40-10-10%	40-10-5%
510	1,55	50-10	50-75	40-10-10	40-10-5
513	2,50	50-10	50-7 ¹	40-10-10	40-10-5
525	4.50	50-10	50-7	40-10-10	40-10-5
535	9.75	57-10	50 -7 5	40-10-10	40-10-5
030	0,10	33			
Catalog				Mational Chains	Chain Stores
Octobaros				M.O. Houses	Dep't Stores
				n o. nouses	Syn. Stores
K 50	1.30			50;	40-10-5
K 55	1.45		• `	50,0	40-10-5
K 60	2.25			50	40-10-5
77 00	2.50			20	40-10-3
August 1	2 1034				
	ed by Fil	ina			
Septembe	er 6, 1934	:)			
0-1-3	~ ~		T - 7-7	5. 11. 01	(1) 1 (v)
Catalog		Distributers	Jobber	Dep't Store	Chain Stores
Number	Price			Central Stations	
				Chains	. Accounts
(77)					
(Close 0		1			
518	\$1.50	50%	EAC.		
			50%		
		(and Large	Users 50%)		
505	1.40		Users 50%) 50-55	50%	
505	1.40 1.55	(and Large 50-10)	Users 50%)	50% 50	
		(and Large 50-10,5	Users 50%) 50-55	•	
510	1.55	(and Large 50-10,5 50-10,5 50-10	Users 50%) 50-56 50-5 50-5	50 50	
510 512 514	1.55 2.20* 4.50*	(and Large 50-10 50-10 50-10 50-10	Users 50%) 50-5% 50-5 50-5 50-5	50 50 50	
510 512 514 525	1.55 2.20* 4.50* 4.75+	(and Large 50-10; 50-10	Users 50%) 50-5; 50-5 50-5 50-5 50-5	50 50 50 50	
510 512 514 525 535	1.55 2.20* 4.50* 4.75+ 9.95+	(and Large 50-10; 50-10	Users 50%) 50-5% 50-5 50-5 50-5	50 50 50	50-7.
510 512 514 525 535 X 50	1.55 2.20* 4.50* 4.75+ 9.95+ 1.35+	(and Large 50-10 50-10 50-10 50-10 50-10 50-10 50-10 50-10 50-10	Users 50%) 50-5; 50-5 50-5 50-5 50-5	50 50 50 50	50-7 ³ ;
510 512 514 525 535 X 50 K 55	1.55 2.20* 4.50* 4.75+ 9.95+ 1.35+	(and Large 50-10 50-10 50-10 50-10 50-10 50-10 50-10 50-7 50-7	Users 50%) 50-5; 50-5 50-5 50-5 50-5	50 50 50 50	50-7 ³ ; 50-7 ³ ;
510 512 514 525 535 X 50	1.55 2.20* 4.50* 4.75+ 9.95+ 1.35+	(and Large 50-10 50-10 50-10 50-10 50-10 50-10 50-10 50-10 50-10	Users 50%) 50-5; 50-5 50-5 50-5 50-5	50 50 50 50	_'
510 512 514 525 535 X 50 K 55 K 60	1.55 2.20* 4.50* 4.75+ 9.95+ 1.35+ 1.50+ Elimi	(and Large 50-10 50-10 50-10 50-10 50-10 50-7 50-7 50-7 50-7 50-7 50-7 50-7 50-	Users 50%) 50-5; 50-5 50-5 50-5 50-5	50 50 50 50	_'
510 512 514 525 535 X 50 K 55 K 60	1.55 2.20* 4.50* 4.75+ 9.95+ 1.35+	(and Large 50-10 50-10 50-10 50-10 50-10 50-7 50-7 50-7 50-7 50-7 50-7 50-7 50-	Users 50%) 50-5; 50-5 50-5 50-5 50-5	50 50 50 50	_'
510 512 514 525 535 X 50 K 55 K 60	1.55 2.20* 4.50* 4.75+ 9.95+ 1.35+ 1.50+ Elimi	(and Large 50-10 50-10 50-10 50-10 50-10 50-7 50-7 50-7 50-7 50-7 50-7 50-7 50-	Users 50%) 50-5; 50-5 50-5 50-5 50-5	50 50 50 50	_'
510 512 514 525 535 K 50 K 55 K 60 Septembe	1.55 2.20* 4.50* 4.75+ 9.95+ 1.35+ 1.50+ Elimi	(and Large 50-10; 50-10; 50-10; 50-10; 50-10; 50-10; 50-7; 50-7; nated	Users 50%) 50-5; 50-5 50-5 50-5 50-5	50 50 50 50	50-7-7
510 512 514 525 535 X 50 K 55 K 60	1.55 2.20* 4.50* 4.75+ 9.95+ 1.35+ 1.50+ Elimi	(and Large 50-10; 50-10; 50-10; 50-10; 50-10; 50-10; 50-7; 50-7; nated	Users 50%) 50-5; 50-5 50-5 50-5 50-5	50 50 50 50	_'

Chart Showing Some Price Ranges

COIPA 7 #9 Continued

2/23/35 \$1.75 50-10%

<u> Model ≓518</u> .				
Date Lis	· · · · · · · · · · · · · · · · · · ·	11. 0	. Houses Lar	't Stores ge Dealers ilities
I/14/34 \$2.8 8/13/34 1.9 (Close Out) 9/27/34 1.7	50 , 50	50-7]; 40-1 50	50%(Larg	-10-5 e Users) t Stores & n Stores)
Model K : 55	• •			
Date · · · Lis		Chain Stores Premium Accoun		Chain S. Syn. Stores Dep't "
1/14/34 \$1.4 8/13/34 1.5		50 -7 }	50%	40-10-5%
Nodel II #55				
1/14/34 1.3 8/13/34 1.3 9/6/34 1.3	35 50 - 7-}	50 -7 ½ 50 -7 ½	50	40-10-5
Model 511*				131.
Date Lis	st Distributer	Chain Stores Hail Order Ho Department St Syndicate	uses Retail	tment Store lers

50-5;

50%

CO.Ph = #9 Continued

Sentember	25, 1954			
Catalog Fumber	List Price	Distributers	Jobbers	Department Stores Chain Stores
518 (Close Ou	\$1.75 t)	50%	50%	50%
February	23, 1935			
Catalog Tumber	List Price	Distributer	Chain Stores M. O. Houses Dep't Stores Syndicates	Large Retailers Depit Stores
511	\$1.75	50-10;5	50-5%.	50

TOASTURS

COLPARY #11

Dacamhar	70	1933
Traceriner.	11	

Model Number	List Price		Large Peplt Stores Jewelry " Drug " Hardware "	Stores Utilities N.O. Houses	Jobbers Dist.
К - 105 К - 76 К - 63 К - 69	6.75 3.95	40,5 40 40 40	40-10,5 40-10 40-10 40-10	40-10-5 40-10-5 40-10-5 40-10-5	35-20-5/3 35-20-5 35-20-5 35-20-5
January 31	<u>, 1934</u>		•		Dist. Jobbers Large Premium Users
K - 77	3.50*	40	40-10	40-10-5	35 - 20 - 5
February 2	6, 1934				
К - 78 К - 79	3.50 3.95	40 40	40-10 40-10	40-10-5 40-10-5	35-20-5 35-20 - 5
March 7, 1	934				
	1.45x 1.25x 2.50n*	ge Premium Use	rs.		
March 12,	1934				
K - 68 Clo	3.50 se out it		40-10	40-10-5	35-20-5
May 28, 19: K - 63 K - 78 K - 79	3.10- 3.25- 3.45-	40	40-10 40-10 40-10	40-10-5 40-10-5 40-10-5	35-20-5 35-20-5 35-20-5
July 16, 19					
K - 63 K - 78 K - 79 K - 76 K - 105	2.95- 3.10- 3.45 4.95- 11.95-	40 40 40 40 40	40-10 40-10 40-10 40-10 40-10	40-10-5 40-10-5 40-10-5 40-10-5 40-10-5	35-20-5 35-20-5 35-20-5 35-20-5 35-20-5

COLPATY #11 Continued

Ju]	W	16,	1954

Hodel Fumber			Deal. D.Stores Util.			Jobbers Dist. Large Premium Users
K - 63 K - 78 K - 79	m Jo	\$1.50x4 1.40x4 1.55x obbers I	!	rs, Large Prem	iwn Users.	
December	20, 1934					
X - 80 X - 80		1.55m			40-10-5%	
December			·		,	·
II - 73	2.95-	1.40				
January 2	4, 1935					
к - 81	3.25 *	1.50	40	40-10	40-10-5	35-20-5
February	11, 1935					
K - 79	3.95 +		40	40-10	40-10-5	35–20−5
March 21,	1935					

40 40-10 40-10-5 35-20-5

K - 107 11.95*

COLPANY #11 Continued

MO GET IV - 13	I	10	del	K -	79
----------------	---	----	-----	-----	----

Date	List Price	Retailers Dep't St. Utilities	Large Dep't St. Jewelry " Drug " Hardware"	Syndicate Stores Utilities N.O. Houses Chain St.	Jobbers Dist. Large Prem. Users	Large Premium Users	Net
2/26/34 5/28/34 7/16/34 2/11/35	\$3.95 3.45- 3.95	40% 40 40	40-10% 40-10	40-10-5 40-10-5 40-10-5	35-20-5% 35-20-5 35-20-5		\$1.55
Model K ·	- 78						
2/26/34 3/7/34x	3.50	40	40-10	40-10-5	35-20-5		
5/28/34	3.25	40	40-10	40-10-5	35-20-5		
7/16/34	3.10	40	40-10	40-10-5			1.40
12/27/34	2.95	40	40-10	40-10-5			1.40
Model K -	- 80* 3.45	40	40-10	40-1.0-5			1.55
Model K -	<u>- 63</u>						
12/30/33 3/7/34	3.95	40	40-10	40-10-5	35-20-5		1.45
5/28/34	3.10	40	40-10	40-10-5	35-20-5		
7/16/34	2.95	40	40-10	40-10-5			1.50
Model K -		w to g					
One Filir	ng 11.95	40	40-10	40-10-5	35-20-5		
Model K -	<u>- 81</u> *						
1/24/35	3.25	40	40-10	40-10-5			1.50

TOASTIRS

COLPATY 13

BRAID "A"

December 30,	1955 (Superceded	by List	Effective	July 27,	1934)
--------------	------------------	---------	-----------	----------	-------

Nodel Fumber	List Price	Jobbers	Department Stores Central Stations Chain Stores	Hinimum Prices	
1198 1197 1197-2	\$2.89 1.50 1.50	(10,5) ,2.60 1.35 1.24	(105) \$2.30 1.35 1.24		ţ,
1190 (se	9, 1934		b list Effective July (10,) 3.01	y 27 , 1934) .	
July 27	, 1934	£ • O.E	• •	(10,5)	
1198 1197 1197-2 1190	2.71- 1.50 1.38- 3.34			\$2.44 1.35 1.24 3.01	

BRAND "B"

December 30, 1935 (Superceded by filing July 27, 1934)

Jobbers and Department Stores

DistributersCentral Stations

Chain Stores

		(25%)	(10-55)	
198	3.60	\$2.70	\$9.00	
197	2.40	1.80	2.05	
199	1.95	1.46	1.66	
July 27	, 1934	(253)	(10-53)	
		(20,3)	(TO-0'2)	

0 000			
		(25,3)	(10-5%)
198	3.60	2.70	3.08
198-1	3.25*	2.44	2.77
197	2.25-	1.69	1.92
199	1.95	1.46	1.66

BRAID "C"

December 30, 1933

1198	2.61)									
1197	1.33)	Special	Brand.	 Discount	w	to	10,5	"depending	on	quantity"
199	1.61)									

This was the only filing on toasters - There were 3 subsequent filings on other items under Brand "C".

COLPATY #13_Continued

BRAND "D"

December 30, 1933

Model Number	List Price	Jobbers	Department Central Stations Chain Stores	
2198 2197 2197-2	\$2.89 1.50 1.38	(10%) \$2.60 1.35 1.24	(10%) \$2.60 1.35 1.24	
March 29		(10%)	(10%)	
2190 (se	et)3.34*	3.01	3.01	

Company #13 made only two filings for Brand "D"

COMPANY #14

December 30,	1933				
Model List Number Pric	Cols e Own Jobbers		Resale Cost	Central Stations Dep't Stores Max. Dis.	Minimum Net
TDC - 4 \$5. TE - 4 4. TTC - 94 3.	95 \$2.98 95 2.48 95 1.98	\$3.09 2.57 2.05	\$3.67 3.06 2.44	40-10% (Between Jobbers Price and resale cost)	
February 16.	1934			•	
TTC - 104 3.	50				\$1.75
February 24,	1934				
Retailers Pri 1 to 5 Piece 6 to 11 " 12 or more"					
April 21, 193	<u>4</u>				
Model Number	Minimum Resale Cost				Minimum Net
TDC - 4 TE - 4 TTC - 94 TTC - 104	\$3.05- 2.54- 2.03- 1.80				\$2.94- 2.45- 1.95- 1.73-
July 21, 1934	<u>.</u>				
Model Number	Minimum Resale Cost				Minimum Net to Jobbers- Wholesalers
TEC - 14* TTC - 104	\$2.28 1.51-				\$2.20 1.45-
July 27, 1934					
Model Number	Utilities, Premium Hou				Minimum Net to Jobbers→ Wholesalers
TDC - 4 TE - 4	\$3.05 2.54				\$2.94 2.45
TEC - 14 TTC - 94	2.28 2.03				2.20 1.95
TTC -104	1.51				1.45

COMPANY #14 Continued

January 5, 1935

Model Number	Utilities Dep't Stores Premium H uses M.O. Houses	Jobbers & Distributers	
TTC - 94	\$1.69-	\$1.62-	
January 15, 1934		·	
TDC - 4 TE - 4	2.63- 2.13-	2.50 2.00	

Showing Current Models and The Price Changes which took place.

COLPATY #14

MODEL - TE 4			
Date	Hinimum Price	Hinimum Resale	
Dave	11100	Cost	
12/30/33	2.48	3.06	
4/21/34	2.45	2.54	
7/27/34	2.45	2.54 -	"Resale" decreased as Utilities, Dept. Stores, Premium Houses, Mail Order Houses
1/15/35	2.00	2.10	Ditto
TDC-4			
12/30/33	2.98	3.67	
4/21/34	2.94	3.05	
7/27/34	2.94	3.05	Ditto
1/15/34	2.50	2.63	Ditto
TTC-94			
12/30/33	1.98	2.44	
	1.95	2.03	
7/27/34	1.95	2.03	Ditto
1/5/35	1.62	1.69	Ditto
TTC-104			
2/16/34	1.75	- -	
4/21/34	1.73	1.80	
7/21/34	1.45	1.51	
7/27/34	1.45	1.51	Ditto
TEC-14			
7/21/34	2.20	2.28	
7/27/34	2.20	2.28	Ditto



APPLUDIX A, PART 11

FOOD SERVICE EQUIPMENT

Chronological Record of Price Filings by Companies

DELIVERY TERMS AND THEIR SYMBOLS

DELIVERY TERMS

II Delivered prices quoted east of Denver. II Delivered prices quoted for eastern section (territory east of Montena, Woming, Coloredo, New Mexico, and Texas) end western section (territory west of and including Montena, Wyoming, Coloredo, Mew Mexico, and Texas). III F.O.B. fectory. IV Freight allowed to destination. V F.O.B. fectory - freight ellowed east of Reckies. VI Jobered prices quoted for Tennessee, eastern section (all States east of New Mexico, Utch, Wyoming, and Montena) and western section (all states west of and including New Mexico, Utch, Wyoming, and montena). VIII F.O.B. fectory - freight prepaid on cash with order shipments. IX F.O.B. Mearest Shipping Foint - When shipments are made direct from fectory to customer, the company pays the freight to the customer's nearest shipping poin. When shi ments are made from sales agency to customer, the customer pays the freight. Friese custed for Destein and Western section. XI Delivered prices quoted for any point in U.S. East of the dississippi River and Jetween the Canadian line and the Gulf, St. Louis being par nount - on shipments West of the Mississipi River freight allowed at late of files per 100 lbs. To West Coast points via the Panama Canal, freight is prepaid. XII Delivered prices quoted for Zone 1, 2, and 3 - also quote prices 7.0.B. Qincinneti, Olio Zone 1. Misconsin, Tyre, Minsouri, Hill Jis, District of Columbie, Incienc, Orio, Michigen, Mentucky, Tennessee, Morth Caroline, Virginie, West Virginie, Pennsylvenie, Karyland, Delawere, New Yors, Yew Jersey, Connecticut, Thode Island, Massachusetts, Vernont, haine, and Isw empshire. Zone 2. Swith Gernline, Georgie, Alebona, Miscissippi, Florice, Luniciene, Arbanasa, Olichome, Kansas, Mebraska, South Delawer, North Delayer, and Himmess te. Zone 2. Swith Gernline, Georgie, Alebona, Miscissippi, Florice, Luniciene, Arbanasa, Olichome, Kansas, Mebraska, South Delayer, End. Utch, Idaho, Meyeda, Orogon, Was inuton, and Californie.		
of Montene, Wyoming, Caloredo, New Mexico, and Texas) and western section (territory west of and including Montena, Wyoming, Coloredo, New Mexico, and Texas). III F.O.B. factory. F.O.B. factory - freight allowed east of Rockies. VI F.O.B. factory - freight allowed east of Rockies. VI F.O.B. coercies. VII Delivered prices quoted for Tennessee, eastern section (all States cast of New Mexico, Utch, Wyoming, and Montana) and western section (all states west of and including New Mexico, Utch, Wyoming, and Montana) and restrant section (all states west of and including New Mexico, Utch, Wyoming, and Montana) and western section (all states west of and including New Mexico, Utch, Wyoming, and Montana). VIII F.O.B. factory - freight propriet cash with order shipments. IX F.O.E. Mearest Shipping Point - When shipments are made direct from factory to customer, the company pays the freight to the customer's nearest shipping point. When shi ments are made from sales agency to customer, the customer pays the freight. Prices custed for Eastern and Western sections. XI Delivered prices quoted for any point in U.S. East of the ississippi River and atween the Canadian line and the Gulf, St. Louis being per bount - on shipments West of the Mississippi River and atween the Canadian line and the Gulf, St. Louis being per bount - on shipments West of the Mississippi River and atween the Canadian line and the Gulf, St. Louis being per bount - on shipments West of the Mississippi River freight allowed at late of \$1.50 per 100 lbs. To West Coast points via the Pename Canad, freight is prepaid. XII Delivered prices quoted for Zone 1, 2, and 3 - also quote prices P.O.B. Cincinneti, Okio Zone 1. Visconsin, Jown, Minsouri, Illi is, District of Columbia, Incience, Ofio, Michigen, Mentacky, Tennessee, North Carolina, Virginia, Pennsylvania, Marphada, South Delvote, Morth Delvote, and Minnesota. Zone 2. Swth Carolina, Georgie, Alebona, Mississippi, Florice, Euch incide, and Minnesota.	I.	Delivered prices quoted esst of Denver.
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SYMBOLS

DELIVERY TERMS AND THEIR SYMBOLS

SYMBOLS	(Continued) <u>DLLIVERY TERMS</u>
XIII	Prices quoted F.O.B. Factory or Warehouse with freight allowed to all railroad freight stations within the confines of the United States. Frovided we are allowed to select: (1) Lethod of transportation (3) Provided unit shipments (2) Routing of Shipment weight 100 lbs. or more.
XIV	F.O.B. Chicago and New York. (Tactory in Cicero, Ill.)
XV	F.O.B. factory but freight may be deducted from 1st installment. Freight prepaid on cash with order shipments.
XVI	Delivered prices quoted east of Denver, for shipments west of Denver add \$3.00 per machine.
XVII	Delivered prices quoted for Lastern section (east of Montana, Wyoming, Colorado, Tew Lexico, and Texas) and Western section (west of and including Lontana, Wyoming, Colorado, New Hexico, and Texas).
XVIII	Delivered Domestic and Pacific prices quoted. Domestic applies to all states except the following: Arizona, California, Idaho, Hontana, Mevada, Oregon, Uteh, and Washington. Pacific Coast applies to the following States: Arizona, California, Idaho, Montana, Mevada, Oregon, Utah, and Washington.

NOTE

In the following record each product is considered separately. Following the name of the product willbe found an outline of the filings made by each company making quotations on that product.

Drivi Myreas (D)

COMPATY #4

First Filing

PRICES

Terms of Payment

2% 10 days, net 30 days.

Delivery Terms

F.O.B. Factory

Discounts

Jobbers or Dealers - 1 to 3 complete units -- 33 1/3%,

3 to 12 " -- 33 1/3 and 10%. 12 or more " -- 33 1/3% & 10% & 5%

Last Filing

PRICES

High \$100.CO · Low

Terms of Payment

2. 10 days, net 30 days.

Delivery Terms

F.O.B. Factory.

Trade-in Allowance

Jobbers allowed 3.37 each in mixers. Limit of 2 used mixers for one new mixer.

Discounts

Jobbers - any quantity - 33 1/3.

COMPANY # 15

First Filing .

Tigh

Low

CCMPATY #15 (Continued)

Terms of Payment First Filing (Continued)
2% 10 days, set 3 days.

Delivery Terms

F.O.B. Factory

Disc unts

	Small Mixer	Large Mixer
Dealers	33 1/3%	25%
Dept. Store & Central Stations		33 1/3%
Jobbers	5 1%	2 <

COMPANY #18

First Filing

Received June 16, 1934 Effective June 16, 1934

PRICES
Wigh Low
815.95

Terms of Payment 2% 10 days, net 30 days. (At our discretion a few selected accounts will receive 2% - 10th prox.)

Delivery Terms
F.O.B. Factory.

Discounts

 Dealers
 \$10.65

 Sub-Jobber
 10.65 less 10% and 5%

 Jobbers
 8.00

 Distributors
 7.65

Last Filing

High Low \$19.55

Terms of Payment 2% 10 days, net 30 days.

Delivery Terms
Factory.

Discounts

Jobbers - Lots of 6 ----- 13.30

Jobbers - " " less than 6 -- \$15.00

Chain Stores ------- 15.00

CCMPATY -21

First Filing

Received April 9, 1934 ffective April 11, 1934.

PRICES

High Low
\$29.35 \$22.00

Terms of Payment

Invoices dated 1st to 15th, payment on 25th, less 2% net on 30th.

"from the 16th thru the end of month, payment due 10th of the following month less 2% net 15th of that month.

Delivery Terms

F.G.B. Factory.

Discounts

Jobbers -- Less than six mixers ----

| PRICES | High | Low | \$23.40 | \$17.60 |
| Jobbers -- 6 or more mixers --- | 19.50 | 14.50 |

Chain Stores, electrical and hardware jobbers, and manufacturers of soda fountains are permitted to purchase at the six or more price in lots of less than six. Also reserve the right to permit hotel, soda fountain, dairy supply, and drug jobbers to buy the same way as above.

Last Filing

PRICES

Figh Low
\$29.00
25.00
22.00

Terms of Payment

Same as first filing.

Delivery Terms

Same as first filing.

Discounts

COMPANY #21 (Continued)
Last Filing (Continued)

A special $2\frac{1}{2}\%$ to customers who purchase for stock a total of 100 to 199 mixers during the 12-month period starting May 23, 1935, and a 5% to customers whose total purchases total 200 or more during the same period.

BREAD SLICING MACHINES (F)

COMPANY #8

First Filing

Received April 7, 1934 1934

PRICES

High Low \$180.00 \$170.00

Terms of Payment

20 10th proximo, net 30 days.

Discounts

Last Filing

Received September 12, 1934 Effective September 22, 1934

PRICES

Same.

Terms of Payment

2% 10th prox., net 30 days.

Delivery Terms

F.O.B. Chicago and New York.

Deferred Payments

10% down; balance in 12 monthly payments, and 6% finance charge.

Discounts

State and Municipal30%

COMPANY #23A

First Filing

Received April 16, 1934 Effective April 16, 1934

PRICES
High Low
\$20.00

COMPANY #	#23A	(Continued)
		(Continued)

Terms of Payment

5% - 30 days.

Delivery Terms

F.O.B. nearest shipping point. Prices quoted for Eastern and Western Sections.

Deferred Payments

FROM TO	(INCLUSIVE)	BALANCE
00	, 350,00	10
00	150.00	12 months maximum
\$151. 00	220.00	\$12.00 monthly minimum
221.00	, , 365. 00	15. 10 "
366.00	500.00	
501.00 and over		.24 months maximum

Dissignts

Chain Stores - 55c

Last Filing

Received August 23, 1934 Effective September 3, 1934

PRICES
High Low
\$90.00

Terms of Payment

5% 30 days.

Delivery Terms

. Same as first filing.

Deferred Payments

Same as first filing.

Discounts

Chain Stores -- 55% Jobbers ---- 55%

COMPAITY #38

First Filing

Received May 3, 1934 Effective M-y 3, 1934

PRICES

High Low
\$250.00 \$85.00

COMPANY #38 (Continued) First Filing (Continued)

Delivery Terms

Prices quoted for territory last of Montana, Wyoming, Colorado

New Merico, and Texas, and territory West of and including Montana,

Myoming, Colorado, New Mexico, and Texas.

Deferred Payments

10% cash with order; belance in 10 equal monthly payments.

For 24 months at 6% interest in all notes over 10 months.

No installment payment to be less than ~5.00.

Trade-in allowance

Not more than 20% of selling price when sale is made direct to consumer or 10% when saleis made through jobber or chain operator.

Maximum discount.

Dealer -- \$60 and 185.00

Maximum direcount allowed to all Governmental Agents other than Federal, Chain Stores, quantity buyers, and also jobbers.

Last Filing

PRICES

High Low

9250.00 80.00

Terms of Payment
Same as first filing.

Delivery Terms
Same as first filing.

Deferred Payments
Same as first filing.

Trade-in Allowance
Same as first filing.

COMPANY #41

First Filing ...

PRICES
Low
\$255.00

Terms of Payment

10% for cash; 20% 30 days.

Delivery Terms

F.O.B. LaPorte, Indiana. Freight prepaid.

Deferred Payments

10% cash, balance in not more than 18 equal monthly payments. No payment to be less than \$10.00 per month.

Discounts

Quantity buyers -- 5 and 40%

Last Filing

PRICES
Low
195.00

Terms of Payment

6% for cash - 5% 30 days.

Delivery Terms ·

Same as first filing.

Deferred Payments

Sales of \$300 or less Not more than 18 equal monthly payments.

" " more than \$300 Not more than 24 " " "

Discounts

Quantity buyers -- 50% to purch sers of 100 or 100 or more machines.

PEANUT BUTTLR MINERS (X)

CCMPANY #84

First Filing

Received March 2, 1934ffective April 11, 1934

PRICES

High Low

\$300. \$320.

Terms of Payment

2% 10 days - net 3 days to cealers.

Delivery Terms

F.O.B. factory.

Deferred Payments

20%, cash. Balance in 4 to 12 monthly payments according to amount of sale.

Discounts

Dealers -- b0 and 10%.

Last Filing

PRICES
High Low
530 . 5220.

Terms of Payment

Dealers -- 25 10 days, net 3 days. Users ----5% 30 days.

Deferred Payments

Same as first filing.

Discounts

Dealers50 (105.

State, County, Municipal, and Private Institutions,

Packing Touses and Food Preparing Concerns --

Wholesalers, Equipment Companies for resale, Chain Stores,

and local Government 5 & 105

COMPANY #25

First Filing

Received April 11, 1934 Effective April 11, 1934

PRICES

High Low
275. \$175.

Deferred Payments

10% cash (not less than 10.00). Salance in not more than 15 equal monthly payments.

Trade-in Allowance

\$35.00 -- small machine. 550.00 -- large machine.

Last Filing

PRICES

High
275. \$175.

Delivery Terms

F.O.B. factory - freight prepaid.

Leferred Payments

Large machine -- \$35; balance in 12 equal monthly payments.

Small " -- \$25 down; balance in 12 equal monthly payments.

the state of the s

Trade-in Allowance

Small machine -- \$35.00 Large " 50.00 .

Discounts

Jobbers, Chains, and Government Agencies other than Federal -- 50%.

COMPANY #35

First Filing

High Low \$195.

Terms of Payment 10% for cash.

COMPANY #35 (Continued) First Filing (Continued)

Delivery Terms

F.O.B. Hornell, M.Y.

Freight allowed to destination hast of Rocky Mountains.

Deserred Payments

1 - down: 1 - monthly without interest charges.

Trade-in Allowance

Governed by retale value of machine.

Discounts

Iealers - 5 %.

Chain Stores- 50%.

Last Filing

Received February 9, 1935 Effective February 19, 1935

PRICES
High Low
180.00

Terms of Payment

t and 25 for cas. or 55 . Cays.

Delivery Terms

F.O.B. factory but freight may be deducted from first installment. Freight prevaid on cash with order shipments.

Deferred Payments

Trade-in Allowance

52E.U

Discounts

ا ب ده پرید	J (411 0 3					
	Govern	ımentə]	l Instituti	ons other	then Federal	
	Dealer	rs buyi	ing regular	ly for re-	le within V.S53%	
	Dealer	rs buyi	ing only oc	cesionally	within U.S40%	
	Chain	Store	Companies,	operating	250 store: or less30%	
	H.	it	It		251 to 50° stores	
	11	11	11	11	more than 500 stores50%	

D) I and VEGETABLE JASHER (Y)

COLIPANY #5

First Filing

Received April 10, 1934......Effective April 11,1934

PRICES

Low
3700. -Wholesale Delivered
400. -Retail "

Terms of Payment

2,5 10th prox. - net 30 days.

Delivery Terms

Delivered price quoted.

Deferred Payments

15% down payment, 7% added to balance when balance is to be paid in 12 equal monthly installments; 6% if 10 payments; 4% if 6 payments.

Trade-in Allowance

Not more than 20% of the cost of the new machine.

Discounts

Last Filing

Received March 8, 1935..... Effective March 18,1935

igh FRICES

Terms of Payment
2010 days - net 30 days.

Delivery Terms

F.C.B. factory.

Deferred Payments

25% down payment; balance paid in 11 or less equal monthly installments.

The carrying charge is at the rate of 6% per annum on unpaid balance.

CO. PANY \$5

Trade-in Allowance

Same as first filing.

Discounts

State, County, & City ospitals & Institu-

COLPANY #26

First Filing

Terms of Payment

3, 10 days - net 30 days.

Delivery Terms

F.C.B. factory.

Trade-in Allowance

Actual resale value.

Discounts

Dealers, Jobbers, Outfitters, Chain Restaurants, and lotels in any quantitites - 30% - 30 days, an additional 2% - 10 days; or a 55 cash with order.

Last Filing

Received May 14, 1935..... Effective May 34, 1935.

Terms of Payment

23 10 days - net 30 days.

Delivery Terms
7.0.3. factory.

Trade-in Allowance

Actual resale value.

COLIPANY #26

Discounts

Dealers, Jobbers, Outfitters, Chain Restaurants, & Motels, in any quantities -- 10%.

COMPANY #37

First and Only Filing

Received October 22, 1934...... Effective November 1,1934.

PRICES
Low
\$275

Terms of Payment

10,3 10 days - net 30 days.

Delivery Terms F.O.B. factory.

Dealers -- 15%.

Note: Only one filing made by this Company.

FRUIT JOICE EXTRACTURS (P)

COMPANY #9

First and Only Filing

Received August 6, 1934..... Effective August 16,1934

PRICES Low 347.50

Terms of Payment

35 10 days - net 30 days.

Discounts

Shipments of less than 4 for stock or drop-shipped to customers.....

COLPANY #16

1st Filing

Received May 5, 1934..... Effective May 23, 1934

FIGUES
Tigh Low
\$160. \$108.

Terms of Payment

23 10th prox. to distributors.

Discounts

Approximately 20,7 to Chains, Quantity buyers, and U. S. Government.

Note: This filing so mixed up that this is mostly guess-work.

Last Filing

Received August 24, 1934..... Effective September 3, 1934 Same as original filing.

COMPANY #18

First and Only Filing on This Product

Received July 27, 1934..... Effective August 6, 1934

CO. PANY #18 (Cont'd.)

Terms	3_0Í	P	yment			
	2,3	10	days,	net	30	days.

Delivery Terms Factory.

Discounts	
Jobbers - Lots of	6313.30
Jobbers - " "	less than 6
Chain Stores	,15.00

ICE STAVERS (K)

COMPANY #22

First and Cnly Filing

Received July 13, 1934......Effective July 23, 1934.

Terms of Payment

Sight Draft attached to Order Bill of Lading, less 25 cash discount to all concerns not satisfactorily rated in Dun & Bradstreet. To satisfactorily rated concerns, or where satisfactory credit references have been furnished, shipments will be made on the basis of 25 10 days, strictly net 30 days.

Discounts

Jobbers -- 30%. 5% additional discount retroactive as sales performance reward upon shipment 35th machine in calendar year - 1934.

COLIPALY #8

First and Cnly Filing On This Product

Received April 7, 1934..... Effective April 11, 1934.

FRICES
Low
145.00

Terms of Payment 25 10th prox., net 70 days.

Discounts

MEAT, BONE and FISH CUTTERS (R)

COLPANY #13

First Filing

Received June 8, 1934...... Effective June 18, 1934

PRICES
Low
\$695. \$395.

Terms of Payment
2% 10 days - net 30 days.

<u>Jobber and butcher, hotel and restaurant supply houses.....405.</u>

Last Filing

Received September 24, 1934..................Effective October 4, 1934.

PRICES

High Low

Same as original filing

Terms of Payment
Same as original filing.

Discounts

Jobbers and Dealers, U. S. Government, State and City Government, and Chains......40/3

COCKTAIL MIXERS (Z)

COMPANY #31

First and Only Filing On This Product

Received May 21, 1934...... Effective May 21, 1934.

PRICES

COCKTAIL MIXERS (2) (Cont'd.)

CCMPANY #31

Terms of Payment 25 10 days.

Delivery Terms

F.O.B. Racine, Wisconsin.

Discounts

Distributors price	e on h	ish pr	riced ma	achine.		 351.90.
			н			•
Jobbers price on 1						•
			11			
Mational Users pri	ice on	high	priced	machin	e	 63.38
	11	low	11	Ħ		 21.00

HURLING HACHRIE (U)

COLPANY /57

(First and only Filing)

Received October 22, 1934......Effective November 1, 1934.

PRICES

[igh Low | 550.00 | \$240.00

Terms of Payment

1/3 10 days net 30 days

Delivery Terms
F. .B. factory

Discounts
Dealers - 15%

ICE CUBE CUTTERS (11)

COMPANY 78

Low 345.00

Terms of Payment 2,5 10th prox. net 30 days.

Discounts

Distributors -75,5

-Not less than full cost -255 U.S. Government

Users

LLADE SHA PELER (T) (Drend slicer)

COMPATY #15

(First and only Filing)

Received April 9, 1934..... 1954.

Terms of Payment 25 10 days, net 50 days.

Delivery Terms

F.C.B. Racine, Wisconsin

Discounts

-253 Dealers

Department stores, and central sta-

-25; tions

-33 1/35 Jobbers

ICE CRUSHERS (J)

COLPANY #8

First and only Filing

Received April 7, 1934......Effective April 11, 1934

PRICES .

\$15.00 \$217.00

Terms of Payment

3,3 loth prox. net 30 days.

Discounts

Distributors - 255

U. S. Government - Not less than full cost

Users - 25,

SILVER AND MAS IR AND DRIVER (L)

COLPANY #8

First and only Filing

Received April 7, 1934..... Effective April 11, 1934.

PRICES
Low
\$2000.00

Terms of Payment

2,3 10th prox. net 30 days.

Discounts

Distributors -35,

U.S. Government - Fot less than full cost

Users -35,

MALTED MILK MIXERS (I)

COLPANY 7

(Only one filing)

PRICES
Low
\$25.00

Terms of Payment
2,5 10 days, net 30 days.

Delivery Terms
F.O.3. factory.

Discounts

Jobber for drop shipment - \$6.25 off.

For shipment to jobber's stock

in quantities less than three - \$7.00 off.

For shipment to jobber's stock

in lots of three or more - \$8.20 off.

COMPANY #31

(Only one filing)

Received May 21, 1934...... Effective May 21, 1934

Tigh Low
(Trimplemixer (Single with dispenser) mixer)
392.50 \$25.00

Terms of Payment 2/3 10 days

Delivery Terms
F.O.B. Racine, Wisconsin

Discounts

Distributor - \$10.00 off. Jobber - \$8.36 off. National user - \$6.25 off.

Distributors considered company or persons carrying a stock of machines.

COMPANY #31 (Cont'd.)

Discounts

Jobbers are considered wholesale houses buying for resale. Hational users are concerns having three or more places of busines or doing business in several states.

FCOD CUTTERS (.1) COLPANY #23

First Filing .

3195.00

Terms of Payment

Retail sales 5% 10 days or 2% 30 days. Quantity buyers, not to exceed 25 30 days. Distributors and Dealers, not to exceed 25 10th prox.

Delivery Terms II

Deferred Payment

10% cash - balance in 10 equal monthly payments. Finance charges to be added for time over 10 months up to 34 months. No installment less than \$5.00.

"Multiple Sales" Contracts

The following special arrangements as to terms may be made when --

- a. The original contract includes two or more Commany #23's machines.
- b. Original purchaser of one or more Company #23's machines desires to add additional Company #23's equipment to original contract.

Under Section (a) (That is, two or more units on original contract), terms may be extended to 10% cash with order, balance up to 24 monthly payments, the Company waiving finance charges.

Under Section (b) (That is, where additional equipment is added to original contract):

- 1. A new contract must be written.
- 2. In the new contract, in additional to any deliquent payments on the old contract, there must be 10% of the list price of the new equipment added, and the balance may be divided in not to exceed 24 monthly payments, provided, however, that these payments shall not be less than the amount of the payments provided in the original contract thus being cancelled.

CCMPANY #23 (Cont'd.)

Discounts

Distributors, Dealers, Chains and other quantity buyers and Governmental Agencies other than Federal, 25%.

Last Filing

Received December 26, 1934...... Effective January 5, 1935.

PRICES

Migh Low
\$579.00 \$195.00

Terms of Payment

Same as first filing.

Delivery Terms

Same as first filing.

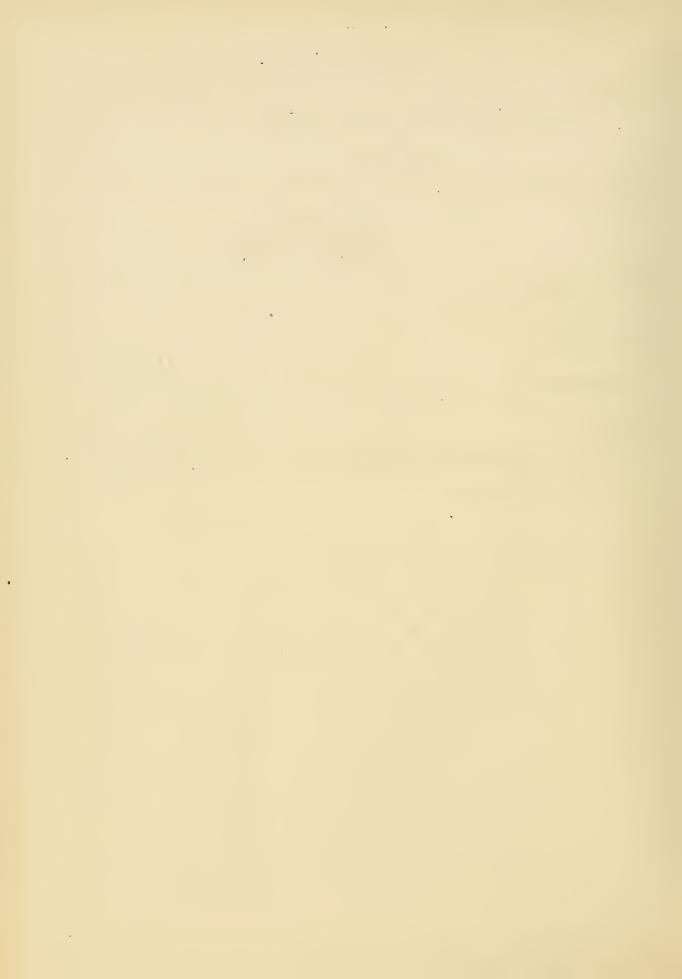
Deferred Payments

Same as first filing.

Discounts

Governmental Agencies other than Federal, 15%. Federal Government, not less than whole cost. Chains, 25%.

Distributors, 25%.



APPENDIX A, PART 12

LAHINATED PHENOLIC PRODUCTS

SECTION A

Chronological Record of Price Filings by Companies.

SECTION 3

Pricing Instruction for Specialties and Covernment Quotations

SECTION C

Incomplete Samples of Price Filings



Introduction to Appendix A, Part 5.

LA II WED PHEMOLIC PRODUCTS

I.A. Price Call (See Say leaent 1, herein for copy)

The price call was issued September 18, 1933, and became effective on September 28, 1933. The call was based on the first paragraph of Article X of the code.

1. Price lists or price lists and discount sheets showing current prices and fixed terms of sale, payment, delivery and any other conditions which effect the sales price.

The following exceptions are made:

- (a) Prices for refrigerator breaker strip material (covered by another price call)
- (5) Prices for materials intended primarily for decorative applications.
- (c) Courtesy discounts to mamufacturers or those projecting the manufacture of the products.

3. The Product

The products to come within the scope of the call were defined as:

- 1. Laminated Phenolic Products made of paper fabric or asbestos base material, bonded with synthetic resin bond and made in form of plate, tube, rod, angles, channels, washers and blanks.
- 2. Laminated Phenolic Specialties sawed, punched, cut or fabricated from primal forms as described above.

The above materials are commonly referred to as bakelite although this is erroneous since that is the trade name of the synthetic phenol compounds of the Dahelite Corporation. This company did not file prices under this price call. The products of each corpany that did file are known by the trade names of the individual companies such as Micarta, Textolite, Lamicoid, Fornica, Dilecto, etc. The products are substantially the same in composition and are made in certain comparable grades, sizes and forms. These grades, sizes and forms had been set up by Nema as suggested standards prior to the code period and had been subscribed to by all of the large manufacturers. Puring the period of price filing this standardization simplified the filings to a great extent.

The products of the various companies were also quite uniform in quality. As an example the XP grade material of one company might have slightly better punching characteristics than the IP grade of another company whose materials, in turn, might have a slight advantage in dielectric characteristics. However, neither of the two differences would

be great enough to make the two materials non-competitive. One result of this almost complete uniformity of product is that competition tends to center on price alone.

II.A. The Industry

At the end of the price filing period about 55 companies were filing prices.

Of these 55 concerns only 12 are listed by Nema as being manufacturers of the material in primal form. These companies are identified as numbers 5, 8, 10, 11, 21, 23, 24, 25, 30, 31, 32, 33. The remaining companies are fabricators who purchase primal material, from manufacturers and supply the trade with punched, sawed or otherwise machined blanks and finished parts, or who sell the stock sizes of primal material. The primal manufacturers also offered the same fabrication service as the fabricators.

Company \$34 claimed to be a primal manufacturer and filed prices as such although it was not recognized by Nema as a manufacturer. The source of the company's primal material was not known.

The price filings of all companies in the industry were practically identical, the only exception being one concern whose filings were different in every detail. This company later changed its quotations to the uniform system in use in the industry.

The fabricators in practically every case would file the price sheets of the company whose product they fabricated. The only change that would be made would be to stamp the name of the fabricator on the manufacturer's filing.

III. Description of Price Filings :

The Price Filings List for:

Primal Material

Sheets

- 1. A list price per pound for each thickness of material.
- 2. 3 discounts for each grade based on quantities up to 50 pounds, 50 to 299 lbs. and 300 lbs. and over.

Note: List prices are quoted on 7 thicknesses from 1/64" to 3/32". Standard sheet size about 38" x 38". All thicknesses above 3/32" take that price per pound. Intermediate thickness is at price of next thickness quoted.

Tubing

1. List prices per foot are quoted for various inside diameters and wall thicknesses. These add up to about 1300 list prices.

2. 4 discounts each are quoted on 4 different qualities of material. The 4 discounts are based on quantities up to 50 ft., 50 to 199 ft., 200 to 499 ft., and over 500 ft. (Considering all combinations of quantity, quality and size there are actually over 25,000 prices quoted on tubing)

Note: Tubing is made from 3/16" to 8" 1.D. and 1/32" to $1\frac{1}{2}$ " wall thickness and in lengths of not over 48".

Rods

- 1. List prices per foot are quoted on 27 sizes of rod from 1/4" to 4" diameter.
- 2. 4 discounts each are quoted on 4 different qualities of material. The quantity groups are the same as those for tubing.

Note: Only 27 sizes from 1/4" to 4" diameter are quoted but intermediate diameters are furnished at the price of the next diameter. Harrison length not over 48 inches.

Fabricated Forms

Strips and Blacks

- 1. The list prices and discounts for sheet material apply.
- 2. Various tables and formulae are used and applied to calculate the fabrication costs.

Washers and Discs

- 1. List prices are quoted on washers in steps of 1/8" from 1/4" to 14" diameter and in steps of 1/16" from 1/32" to 1" by most companies. Some companies quote thickness up to 3" by 1/16" steps. List prices are per 100 under 1" thick and per each if the material is over that thickness.
- 2. (a) Discounts which are usually in 6 grade groups, each of which are in 4 quantity groups of: less than 100, 100 to 199, 1000 to 9,999, and 10,000 and over. These discounts cover Grades C & Lup to 1/4" thick and all other grades of all thicknesses.
 - (b) Another discount group covers Grade C & L washers 1/4" thick and over in 4 quantity groups of: up to 10, 10 to 99, 100 to 999, and 1000 and over. This group of material is commonly referred to as year blanks.
- 3. Various tables of net extras for turning, beveling, drilling and counterboring, etc., are quoted. The size of the washer is used to select the charge for certain work.

Note: If quotations are made on washers up to 3" in thickness it requires quotation of about 5200 list prices. Combinations of quantity, quality and size will bring this to a total of nearly 125,000 different net prices. This is without consideration of any extras for special machining.

IV. Changes during Price Filing

Changes in price in this industry during the period of price filing compared with other industry groups were not very frequent nor were they particularly extensive. The groups of products are listed below in the order importance of price changes.

Washers (excluding dear blanks)

Price changes on washers (a fabricated item) were more frequent than any other product in this group although the average change in price was not as great as in the case of rods.

The <u>decrease</u> in price ranged from 1% to about 21% with the greatest change occuring in the <u>smaller</u> quantity groups and in the least expensive grades of material.

Tubes

Only one change was made in tubing prices. Discounts had ranged from 15 - 15% to 65 - 15% depending on quality and quantity. During price filing the additional 15% was discontinued by all companies. This amounted to a net price increase of from about 15% in the case of small quantities to about 6% in large quantity orders.

Sheets

Sheet material is divided into 3 groups which are:

- 1. X, XP grades, paper base material.
- 2. XX, XXX grades, more expensive paper base naterial.
- 3. C. & L grades; canvas and linen base material.

Changes were made increasing and decreasing prices, the final result being:

Grades XX, XXI increased approximately 2 - 8%. Grade C increased approximately 3 - 6%. Grade L increased approximately 5 - 8%.

Gear_Blanks

Washers in Grades C & L over $1/4^n$ thick were increased in price from 3% to 6%.

Rods

There was no change in the price of rods.

Delivery

No changes were made in delivery terms. These terms were - "freight allowed East of Eastern boundaries of Montana, Idaho, Wyoming, Texas and goods shipped West of this line are prepaid freight and 5% is added to the invoice."

Terms of Payment

There were no changes in these terms. The only terms were - Net 30 days, no cash discount.

Other Changes

There were few outstanding changes which took place in the price structure of this group as follows:

Grade S Material

Vulcanized fibre nanufacturers had started marketing a form of fibre which was coated on the outside with a phonelic varnish. This imported to the fibre certain of the characteristics of a laminated phenolic-paper base material and at a considerable reduction in price.

To meet this condition the laminated phenolic group marketed a new naterial which they called Grade S and which was advertised to be inferior to the standard grades. The material was only made in sheet form in one color with the exception of 1 company which also offered tubing of Grade S material.

Actually the product was not specially manufactured but the finish, dimensions, etc., were slightly inferior to the usual grades and the material was not guaranteed.

It was offered in sheet form, specialties and washers at a reduction of 12% to 18% from the previous cheapest material.

Special Tubing Discount

Company #31 offered a discount of an additional 15% on Grade X and XX tubing up to 2" inside diameter in quantities of 2500' and over.

This discount of 65 -15% was met by company after company until it became universal in the group.

Quantity Discounts on Washers

Shortly after original filings were made various companies changed the discounts on washers. In the original filings lots of 10,000 received the naximum discount but new group extending up to about 25,000 lots were added. This higher quantity would receive a discount of 5 - 8% more than the 10,000 lots previously quoted.

A great many filings were made on these discounts and after many revisions up and down the final level reached was a quotation on lots of 10,000 and over which was from 4 - 8% higher than in the original filing.

Fabricators and Commercial Gear Cutters

The discounts to fabricators were increased by all companies. Fabricators finally had a discount averaging 16 2/3%.

Commercial gear cutters were not charged any minimum charges and maximum discounts applied.

Pump Valve Distributors

Pump valve distributors who purchased completely machined valves for resale were quoted increasing discounts. These finally ranged from 10-15% in addition to usual quantity discounts.

SUMMARY

The changes may be briefly summarized as follows:

Material Forms

- 1. Sheets low grades reduced in price, others increased.
- 2. Washers generally <u>reduced</u> in price, mostly in small quantities and low grades.
- 3. Gear blanks increased in price.
- 4. Tubing increased in price.
- 5. Specialties decreased in price.
- 6. Rods no change.

Special Customer Classification

- 1. Agents discounts increased
- 2. Fabricators discounts increased
- 3. Pump valve distributors discounts increased
- 4. Commercial Gear Cutters discounts increased
- 5. Paper Machinery Mamufacturers little change.

November 3, 1935 Effective Movember 6, 1935.
This company is listed as an Industrial Fabricator for Laminated Phenolic Products of Company #33 and as such files the price-filings of Company #33.
January 4, 1934 1934.
See Company #33, filing effective Jaruary 12, 1934.
March 23, 1934 Effective April 2, 1934.
See Company #33, filing offective Warch 29, 1934.
June 7, 1934 Effective June 7, 1934.
Sec Company #33, filing effective June 5, 1934.
August 13, 1934
See Company #33, filing effective August 13, 1934.
August 20, 1934 Effective August 27, 1934.
See Corpany #33, filing officetive August 27, 1934.
November 22, 1934
See company #33, filing effective November 19, 1934.
December 28, 1934
See Company #33, filing effective December 27, 1934.
April 6, 1935 Effective April 8, 1935.
See Company #33, filing offective April 8, 1935.
April 22, 1935
Sec Company #33, filing effective April 30, 1935.
COMPANI #2
August 8, 1934Effective August 22, 1934.
This company is listed as a Fabricator Agent of Company #21 and as such files the price filings of that company. See Company #21, filing effective August 18, 1934.
Scotcmber 4, 1934Effective August 22, 1934
Addition to above.

COLPANY #2

November 10, 1934
See Company #21, filing November 12, 1934.
December 1, 1934
See Company #21, filing effective November 19, 1934.
December 17, 1934
See Company #21, filing effective December 10, 1934.
February 27, 1935 Effective March 9, 1935.
See company #21, filing effective February 26, 1935.
COLPANY #3
April 2, 1934
This company is listed as an Industrial Fabricator of Co. #31 and as such files the price filings of this Company. For original filing, see Co. #31 filing dated July 31, 1933.
June 1, 1934
COLEANY #4
March 31, 1934 Effective March 31, 1934.
This company is listed as an Industrial Fabricator of Company #31 and Company #32 and as such files the price filings of these companies. Price List of Company #32, effective Jan. 2, 1934 and Jan. 6, 1934. Price List of Company #31, dated July 31, 1933/
August 13, 1934 Effective September 6, 1934.
Quoting Company #32 discounts effective June 16th.
November 19, 1934Effective November 19, 1934.
See Company #31, filing effective November 19, 1934.
December 11, 1934 1934. Effective December 10, 1934.
See Company #31, filing effective December 10, 1934.

COLPANY 75

September 22, 1933...... Effective September 28, 1933.

This company is one of the large units in the industry and its quotations are in line with the system in universal use in the industry. This system is discussed in the introduction to this study.

Cortain slight changes are made in the methods of computation of prices of various specialties in the sheets attached to the filings. These changes, however, do not appear to affect the prices to any great entent and merely serve to clarify the methods of using the discount sheets.

Quoting special quantity discounts on quantities of washers in groups from 25,000 lots to 250,000 lots. These discounts are in steps of one percent and the largest quantity takes a discount only 8% higher than 10,000 lots, which was the largest lot price previously quoted.

December 18, 1933..... 28fective December 28, 1933.

This filing revises discounts on lots up to 10,000 on four grades of natorial. Only lots of 1,000 or are affected and the increase in the discount is not more than 4%.

January 17, 1934..... 17, 1934.

Correcting typographical error in orginial filing. Quantity discounts of tubing made from a new type of material.

April 9, 1934...... Effective April 19, 1934.

Price instructions for computing prices of doctor blades. Hanufacturers of paper machinery receive maximum discounts regardless of quantity.

Decreasing discounts on all quantities of Grade S tubing which was first quoted in filing effective March 10, 1934. As an example, the original quotations on shipments or shipments of less than 50 ft. was 55 - 15%. The present quotation is made at 50%.

Hey 24, 1934..... 5, 1934.

Quotations on all grades of tubing. All original quotations had carried an entra 15%; for example-45-15%, 60 - 15% etc. All grades are not quoted on the original discount, without the entra 15%, such as 45% and 60 as in above. Some discounts are lowered while others are raised, the maximum change being not more than 7%.

COMPANY #5 (continued)

Discounts on washers are changed slightly on fabric base stock of less than 1/4 inch thickness. Grades X, XP, XX, and XXX are combined and higher discounts quoted on all quantites. The differential between the lowest quantity discount and the largest quantity, is decreased by about 10%.

On washers of 1/4 inch thickness, discounts on fabric base stock are decreased from 3 to 5% throughout quantity groups.

June 2, 1934..... Effective June 12, 1934.

Price instructions for government quotations. This is discussed in detail elsewhere for the entire industry and this filing is in accord with instructions made by other manufacturers.

August 6, 1934......Effective August 13, 1934.

Quantities of tubing in Grades X and XX, inside diameters up to 2 inches, 2500 feet or over 65 - 15%. These prices filed to meet Company #31.

November 10, 1934...... Effective November 19, 1934

Quantity list prices and discounts on new grade of material "similar in quantity to Grade X". List price same as Grade X.

The discounts on this naterial are consinderably higher than Grade X. They vary from 20% in the same quantities to 14% in the higher quantities. The discounts on washers average about 12% higher than for Grade X. All other conditions of sale remain the same.

These prices to neet Company #23.

February 21, 1935...... Effective February 23, 1935

Quoting 16-2/3% additional discount to "Fabricators" to neet Company #23.

April 1, 1935...... Effective April 8, 1935.

Revision of prices on Grade #100 first quoted on November 19. The discounts on sheets are decreased 5% on all quantities. Discounts on washers are decreased from 2 to 3% on all quantities.

Filed to neet Company #25.

-81.5-

COLFANY 76

February 14, 1954 Effective February 13, 1934.
This company is listed as an Industrial Fabricator for the Leminated Phenolic Products of Company #33 and as such files the price filings of that company. See company #33 filing effective February 13, 1934.
April 5, 1934 Effective April 15, 1934.
See Company #33 filing effective March 29th.
June 14, 1934 Effective June 25, 1934.
See Company #33 filing effective June 5th, 1934.
August 20, 1934 Effective August 30, 1934.
See Company #53 filing offective August 13, 1934.
August 25, 1934 Effective August 27, 1934.
See Company #33 filing effective August 27, 1934.
December 3, 1934
See Company #33 filing effective Nov. 19, 1934.
January 14, 1934 Effective January 24, 1934.
See Corpany #33 filing effective December 27, 1934.
April 12, 1934
See Company #33 filing effective April 8, 1934.
April 30, 1934 Effective April 30, 1934.
See Company #33 filing effective April 30, 1934.
COLEMN 197
This company is associated with Company #28 and informed the Code Authority that both companies are fabricators of Company #32 products and athere to Company #32 prices. Notes on the Karden card refer to Company #32 for listings of price filings.

COLIPAINY #8

This company is listed as an Industrial Fabricator for The Laminated Phenolic Products of Company #5, and as such files the price filings of that company.

November 29, 1933...... Effective December 9, 1933.

Discounts quoted on five quantity groups of washers above 10,000 quantities. The groups range from 25,000 to 250,000 and over. The discounts are in five increments of 2% each some grades and one percent each in other grades.

Change in discounts, 10,000 lots of washers. Without making any change in discounts on less than 10,000 lots, the same discount is now quoted for 10,000 lots and over as had been quoted in the preceding filing for lots of 100,000 to 250,000.

Washers - Discounts on grades except C and L not less than 1/4 inch thick are generally lowered from 1% to as much as 17%.

Grade C washers in lots of less than 1,000 have the discounts increased about 10%.

Grade L washers in the same quantity groups have the discounts decreased from 9 to 17%.

Tubing- Discounts on tubing mere formerly quoted as 20-15%, 30-15% etc. This filing drops the added 15% in all grades, in all quantities.

June 11, 1934..... Effective June 21, 1934.

Price instructions for government quotations. This is discussed in detail elsewhere for the entire industry and this filing is in accord with instructions made by other manufacturers.

Agust 9, 1934..... Effective August 13, 1934.

Quoting additional discounts on Grade X and XX tubing. Discount is now 65-15%. These prices to meet Company #31.

Company #8 (continued)
Hovember 10, 1934 Effective November 20,1934.
Filing list prices and discounts on new grade of stock designated as Grade S. This material is furnished in sheets, and as washers and specialties.
Discounts on this material range from 15. to 20% lower than the cheapest grade stock previously quoted. Discounts on washers average about 15% below discounts on X grade washers.
December 10,1934 Effective December 10, 1934.
Explaining that discounts on filing effective August 13th do not apply on tubing with other than round section. Prices filed to meet Company #31.
February 20, 1935 Effective February 25,1935.
Quoting discount to "Fabricators" on all grades and forms of Company #8. Discount to be 16-2/3% in addition to all other quantity discounts These prices filed to meet Company #33.
April 1, 1935 Effective April 10, 1935.
Lowering discounts on Grade S material, first quoted on November 20, 1934. Sheet discounts are lowered 5% in all quantity groups and washer discounts are lowered 2% in all quantity groups.
Company #9
Septembor 27, 1933
This company is listed as an Industrial Fabricator for Laminated Phenolic Products of Company #31 and as such files the price filings of Company #31.
June 2, 1934 Effective June 5, 1934.
See Company #31 filing effective June 5th, 1934.
December 1, 1934 Effective December 11, 1934.

See Company #31 filing effective November 19, 1934.

This company is one of the large units in the industry and its quotations are in line with the system in universal use in the industry. This system is discussed in the introduction to this study.

October 4, 1933...... Effective October 14, 1933.

Quoting 15% courtesy discount beyond maximum published discounts to other manufacturers of Leminated Phenolic products.

Also quoting 16-2/3% discount beyond maximum published discounts on all grades and forms of Textolite to Company #11 (this company is a Fabricator).

November 18, 1933...... Effective November 28, 1933.

Filing large quantity discounts on washers of grades less than 1/4 inch thick. These discounts cover quantities in five groups from 25,000 to 250,000 pieces and the increments average one percent.

November 28, 1933...... Effective December 8, 1933.

Revision of preceding discounts, adding one percent to discount on Grades X, XX, XXX for lots of more than 250,000. The discounts on Grades C and Lage increased: 2% on these quantities.

Instructions for arriving at price of plain cut blocks.

Different sizes, colors and grades may be aggregated and plain cut pieces may be aggregated with sheet specialties of determined quantity discounts. These prices are to meet Company #5.

Correcting typographical error in quoting quantity discounts for "plain cut blocks" since these prices are determined from Cutting Schedule and therefore are not subject to such discounts.

June 5, 1934..... Effective June 5, 1934.

General revision of discounts on Textolite in sheets, washers and tubing.

COLPAIN #10

June 5, 1934..... Effective June 5, 1934(continued)

Tubing: Discounts previously quoted on tubing were 45-15%, 30-15% etc.; the extra 15% is now discontinued.

<u>Washers</u>: Discounts are raised at an average of 10% in the smaller quantity groups and decreased about 2% in lots of 10,000 and over. The changes in between are graded.

June 12, 1934...... Effective June 12, 1934.

To meet Company #5.

Price instructions for Government quotations. This is discussed in detail elsewhere for the entire industry and this filing is in accord with instructions made by other manufacturers.

Quoting quantity discounts on more than 2500 feet of Grade X or XX tubing. Discount is 65-15%.

Quoting list prices and discounts on two new grades of material. It is noted in the following that this material is sub-standard and will be known as Texoid. The discounts on one grade range from 10 to 18% higher than the cheapest material formerly quoted. Washer discounts range from 10 to 15% above previously quoted cheapest material.

The other material quoted is on a net basis per pound that is not comparable with other materials. Therefore it is not quoted herein.

Lowering discounts on all quantities and all grades of Textolite from 6 to 8%.

March 22, 1935...... Effective March 26, 1935.

Quoting list prices and discounts on Grade S Textolite between 1/32 inch and 1/8 inch in thickness. The quotations made are the same as those made for Grade X material in the filing effective January 7th. Note: This price filing carries the penciled note "short term effective date given by E.T. Ott filing to clear up Grade S filed by other companies, not by Company #10."

April 12, 1935...... Effective April 22, 1935.

Changing discounts on Grade S material quoted in preceding filing. The discounts on cheet stock are lowered 5%.
Washer discounts and Grade S Textolite range from 10 to 13% lower than washer discounts on Grade X and similar materials.

This company is listed as an Industrial Fabricator for Laminated Phenolic products of Company #10, and as such files the price filings of that company.

See Company #10 filing effective January 8, 1934.

December 28, 1933.....

Part of this filing covers discounts on quantities of washers up to 10,000 pieces. This filing is effective on the same date as the filing of Company #10 which changes the discounts on washers. However, these discounts do not agree exactly with the discounts on Company #10, the variations not exceeding 2%.

Discounts are quoted on quantities of washers above 100,000 which check with the filings on Company #10.

These are to be effective January 5, 1934.

Note: The filing on quantities of washers less than 10,000 are marked to be effective December 26 to meet the filing of Company #5.

January 8, 1934..... Effective January 18, 1934.

This filing withdraws the discount quoted on quantities of washers above 100,000 which are mentioned in the preceding filing.

April 3, 1934...... Effective April 13, 1934.

Quoting "to recognized distributors of Laminated Phenolic Products of Company #10, pump valves, discs and washers, for resale purposes only", the maximum quantity discounts less 10%.

Quoting "to recognized distributors of pump valves who purchase solely for resale to users of pump valves" the maximum discounts less 15%.

June 6, 1934...... Effective June 5, 1934.

See Company #10 filing effective June 5, 1934.

This filing quotes list prices and discounts on a new grade of material. This grade of material is not quoted by Company #10 until March 26, 1935 at which time their filing duplicates this filing.

See filing of Company #10 effective April 22, 1935.

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November 4, 1933 Effective November 14, 1933
This company is listed as an Industrial Fabricator for Laminated Phenolic Products of Company #33, and as such, files the price filings of that company.
January 4, 1934 Effective January 14, 1934.
See Company #33 filing effective January 14, 1934.
March 23, 1934 Effective April 2, 1934.
See Company #33 filing effective March 29, 1934.
June 6, 1934 5, 1934.
See Company #33 filing effective Harch 29, 1934. Note: Marked to meet Company #5.
August 16, 1934
See Company #33 filing effective August 27, 1934. Note: Marked to meet competitive prices of Company #33 effective August 27, 1934.
November 23, 1934 Effective December 3, 1934.
See Company #33 filing effective November 19, 1934.
December 31, 1934Effective December 31, 1934
See Company #33 filing effective December 27, 1934.
April 8, 1935
See Company #33 filing effective April 8, 1935.
April 29, 1935
See Company #33 effective April 30, 1935.

January 19, 1933 1933.
This company is listed as an Industrial Fabricator for Laminated Phenolic Products of Company #21 and as such, files the price filings of that company.
For original filings see Company $\frac{4}{6}21$ filings up to and including December 27, 1933.
June 29, 1934 Effective July 9, 1934.
This filing, with one exception of one item, duplicates the filing of Company #21. On this one item, the discounts quoted on special colors of paper base stock are 10% lower than those of Company #21.
July 3, 1934 Effective July 13, 1934.
Price instructions for Government quotations. This is discussed in detail elsewhere for the entire industry and this filing is in accord with instructions made by other manufacturers.
See Company #21 filing effective June 30, 1934.
July 3, 1934 1934.
See Company #21 filing effective July 13, 1934.
August 21, 1934Effective August 31, 1934.
See Company #21 filing effective August 13, 1934.
November 5, 1934 Effective November 12, 1934.
See Company #21 filing effective Hovember 12, 1934.
November 22, 1934 Effective December 3, 1934.
See Company #21 filing effective Tovember 19, 1934.
December 10, 1934
See Company #21 filing effective December 10, 1934.
February 19, 1935Effective March 1, 1935.
See Company #21 filing effective February 26, 1935.

November 3, 1933 Effective Nevember 2, 1933.

This company is a manufacturer who quotes net prices only on certain sizes of phenolic tubing. These prices are roughly comparable, at this date, to those of other companies for quantities of over 500 feet. However, this filing does not specify any minimum size order.

The naterial is not designated as a NEMA standard grade and may not be competitive with other manufacturers.

COMPANY #15

October 2, 1933
This company is listed as an Industrial Fabricator for Laminated Phenolic Products of Companies #23 and #30, and as much, files the price filings of these companies in most cases.
December 20, 1934
See Company #30 filing effective December 14, 1934.
January 2, 1934 Effective January 12, 1934.
See Company #30 filing effective January 5, 1934.
June 4, 1934 Effective June 14, 1934.
See Company #30 filing effective June 14, 1934.
August 13, 1934
See Company #30 filing effective August 13, 1934.
November 24, 1934
See Company #30 filing effective November 19, 1934.
April 5, 1934 Effective April 8, 1934.
See Company #30 filing effective April 8, 1934.
Note: The original filing of this company quoted the filing of Company #23 but all subsequent filings were those of Company #30.

August 10, 1934 Effective August 20, 1934. This company is listed as an Industrial Fabricator for Laminated Phenolic Products of Company #23 and as such, files the price filings of that company. August 27, 1934 Effective August 27, 1934. Adding delivery terms, FOB Cleveland COMPANY #17 May 20, 1934 Effective May 21, 1934. This company is listed as an Industrial Fabricator for Laminated Phenolic Products of Company #33 and as such, files the price filings of that company. See Company #33 filing effective January 12, 1934 and March 29,1934. See Company #33 filing effective Nov. 27, 1934. December 14, 1934 Effective December 24, 1934. See Company #33 filing effective August 27, 1934. COMPANY #18 November 8, 1933 1955. This company is listed as an Industrial Fabricator for Laminated Phenolic Products of Company #33 and as such, files the price filings of that company. For original filing see Company #33 filing effective on November 13, 1933. Note: Company #1 filed November 6, 1933; Company #12 filed November 4, 1933 and all were sent out on November 10, 1933. All of the above are fabricators for Company #33. January 8, 1934 Effective January 18, 1934.

See Company #33 filing effective Jan. 12, 1934.

March 31, 1934 Effective April 10, 1934.
See Company #33 filing effective March 19, 1934.
June 5, 1934 Effective June 5, 1934.
See Company #33 filing effective June 5, 1934.
August 18, 1934 Effective August 27, 1934.
See Company #33 filing effective August 27, 1934.
November 22, 1934
See Company #33 filing effective November 19, 1934.
Note: This is marked to meet Company #23, prices to be effective November 19, 1934.
December 28, 1934 Effective December 31,1934.
See Company #33 filing effective December 27, 1934.
COMPANY #19
August 27, 1934 Effective August 27, 1934.
This company is listed as an Industrial Fabricator for Laminated Fhenolic Products of Company #21 and as such, files the price filings of that company.
For original filings see Company #21 offective June 30, 1934.
August 27, 1934
See Company #21 filing effective August 13, 1934.
September 14, 1934 Effective September 14, 1934.
Filing by Company #19 stating that prices quoted are FOB Sen Francisco, California. Also terms 2% locays, not & days.
October 13, 1934
Duplicating above but withdrawing the 2% cash discount.
November 16, 1934
See Company #21 filing effective November 12, 1934.
December 8, 1934
See Company #21 filing effective November 19, 1934.

December 21, 1934 Effective December 31,1934.
See Company #21 filing effective December 10, 1934.
March 4, 1935Effective March 14, 1935.
See Company #21 filing effective February 26, 1935.
COMPANY #20
July 9, 1934
This company is listed as an Industrial Fabricator for Laminated Phenolic Products of Company #21 and as such, files the price filings of that company.
For original filing see Company #21 filing effective June 30,1934
July 20, 1934
This filing bears the name of Company #20 and incorporates all of the discounts on all forms of the product of Company #21. It does not duplicate any one of Company #21 filings.
August 8, 1934 Effective August 13, 1934.
See Company #21 filing effective August 13, 1934.
November 7, 1934 Effective November 12,1934.
See Company #21 filing effective November 12, 1934.
November 23, 1934 Effective December 3, 1934.
See Company #21 filing effective November 19,1934.
December 10, 1934
See Company #21 filing effective December 16, 1934
See Company #21 filing effective February 26, 1935.
the second of th

September 20, 1933 Effective September 28, 1933.

This company is one of the large units in the industry and its quotations are in line with the system in universal use in the industry. This system is discussed in the introduction to this study.

Instructions for pricing and list prices on decorative finishes which are not quoted in criginal filing. These list prices and discounts are in accord with those of other companies.

December 1, 1933 Effective December 11, 1933.

Quoting discounts to Company #13 as an exclusive fabricator. Discount is usual quantity discount plus 16-2/3%. Discounts to exclusive distributor, Company A, of 15% for shipment to stock and 10% for shipment to customer.

December 4. 1933. Effective December 4, 1933.

Large quantity discounts on washers in groups from 25,000 to 250,000. The discounts are in four increments of 2% each and are identical with those of other companies filling on about this date.

Note: It is certain that this filing is to meet some company but at this date the filing system of the Code Authority does not readily show this.

This filing increases the discounts for 10,000 lots of washers to the discounts quoted for 100,000 lots in the previous filing but does not disturb the discounts for smaller lots. Apparently nullifies most of the preceding filing.

February 2, 1934. Effective February 12,1934.

Quoting the discounts effective Documer 11, 1933 to "approved fabricators" and "approved distributors" rather than specific companies.

May 4, 1934 Effective May 4, 1934.

Quoting 15% additional to pump value distributors who purchase pump values machined to size. To meet Company #11.

June 19, 1934 Effective June 29, 1934.

Some discounts on tubings. Formerly quoted 40-15% etc. The 15% in now discontinued. (Also subject to additional 5% by note at bottom of page.) To meet Company #25.

June 20, 1934 Effective June 30, 1934.

General revision of discounts on washers and Sheets. Discounts on paper base sheets are lowered 5 or 6% and on L and C Grades from 5-8% in all quantity groups. However, at the bottom of the sheet it is noted that these discounts are subject to an additional 5% discount. The net change, therefore, will not exceed about 2% lower. The discounts on Washers are increased from 6 - 12% on all quantity groups of paper stock and lowered from 2 - 5% on grades of C and L stock over 1/4 inch thick. Discounts on Rods remain unchanged. To meet Company #25.

Jane 20, 1934 Effective June 30, 1934.

Price instructions for Government quotations. This is discussed in detail elsewhere for the entire industry and this filing is in accord with instructions made by other manufacturers.

July 3, 1934 Effective July 13, 1934.

Lowering discounts 5 - 10% on different quantity groups of Special Color, paper base tubing. Last quoted June 19,1934. To meet Company #25.

To pump valve distributors for resale purpose, 15% in addition to quantity discounts (apparently this duplicates the filing effective May 4, 1934 made to meet Company #11. To meet Company #25.

Discount on 2500 feet or over of X and XX tubing 65 - 15%. To meet Company #31.

Original quotations on Grade S material. Discounts are from 12 - 18% higher than for cheapest previous paper base sheet stock. Washer discounts are proportionately cheaper. To meet Company #23.

Apparently this filing only consolidates all previous filings affecting tubing.

Limiting special quantity discount on lots of over 2500 feet to tubing of round section only. To meet Company #31.

Februa	ry 16,	1935	• • • • • •		• • • • • • • •	.Effectiv	re I	ebru	ary 26	3, 3	L935.
	Pricing	instru	ctions	for	threading	changes	on	all	sizes	of	tubing

$\frac{\text{COMPANY}}{\pi} \frac{\#}{22} \cdots$
October 6, 1933 Effective September 28, 1933.
This company is listed as an Industrial Fabricator of Laminated Phenolic Products of Company #33 and as such, files the price filings of that company.
See Company #33 filing effective September 28, 1933.
November 8, 1933
November 2, 1933
See Company #33 filing effective November 13, 1933.
November 11, 1933 Effective December 9, 1933.
Increasing discounts on large quantities of washers in groups from 25,000 to 250,000 and over. The increases are uniform and in accord with increases of other companies.
January 2, 1934 Effective January 12, 1934.
See Company #33 filing effective January 12, 1934.
March 23, 1934
See Company #33 filing effective April 2, 1934.
June 6, 1934 Effective June 5, 1934.
See Company #33 filing effective June 5, 1934.
August 10, 1934
See Company #33 effective August 13, 1934.
August 16, 1934 Effective August 27, 1934.
See Company #33 filing effective August 27, 1934. 'Note: Marked to meet prices of Company #33.
November 21, 1934

See Company #33 filing effective Movember 19, 1934.

COMPANY #23

One of the large units in the industry and its quotations are in line with the system in universal use in the industry. This system is discussed in the introduction to this study.

Attached to this filing are instructions for computation of prices together with instructions for quoting on government inquiries.

Discounts on larger quantities of Washers which are comparable with those of companies filed on or about this date.

Revising above discounts. Only change is to add from 1 to 2% to quantities over 250,000 in various grades. Also limiting these prices to Washers under 2" finished diameter.

Further revision of above prices. Discounts are raised on 10,000 lots of Grade C Washers less than 1/4 in. thick and lowered on Grade L.

March 31, 1934..... Effective March 31, 1934.

Correcting paragraph of original filing relating to random lengths of rod to read "standard random lengths approximately 18", 24", 36", 48".

April 24, 1934..... Effective May 4, 1934.

Instructions for calculating prices of doctor blades from the price lists. This filing also extends maximum discounts regardless of quantity to paper machinery manufacturers. To meet prices of Company #33.

May 26, 1934..... Effective June 5, 1934.

Quoting to pump value distributors for resale a 15% discount on machined to size pump valves in addition to usual quantity discounts.

To meet prices of Company #11.

Sheets. Discounts are lowered up to 8% on all grades and quantities of sheets. The average change is from 4 to 5%.

Washers. Discounts on all grades of washers up to 1/4" thick are varied on small quantities and lowered on larger quantities. The change is from 2 to 14% increase in small quantities to 2 or 3% decrease in the large quantity groups. This filing nullifies part of the former filing on quantities in excess of 10,000 since the discount for 10,000 is higher than some of the discounts quoted for still larger quantities.

On Mashers of more than 1/4" thick the discounts are lowered 3 - 4% throughout.

Tubing. The discount is lowered by dropping an extra 15%: for example, 45 and 15% becomes 45%.

To meet Company 35.

June 7, 1934..... Effective June 12, 1934.

Instructions for quoting on government inquiries.

August 9, 1934.......Éffective August 13, 1934.

Quoting discounts on tubing inside diameters up to 2^{\parallel} of 65 and 15% in lots of 2500 or over. To meet Company #31.

November 9, 1934...... Effective November 19, 1934.

Discounts quoted on Grade S material ranging from 10 to 20% higher than any previously quoted material. The filing is in line with the filings of other companies of this date and is not marked to meet prices of any company.

Explaining that Grade S material is only made from 1/32" to 1/8" thick. (as quoted)

December 5, 1934.	Effective December	10,	1934
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Limiting special discount on 2500' of tubing which had been quoted on August 15, 1934, to tubing of round section only. To meet prices of Company #31.

February 13, 1935...... Effective February 23, 1935.

Quoting additional 16-2/3% to fabricators on all types and grades. To meet Company #33 prices effective January 25, 1935.

Discounts lowered 5% on all quantities of Grade S sheet and 2/3% on Washers.

-833-. COLPANY #24

One of larger units in the industry and its quotations are in line with the system in universal use in the industry. This system is discussed in the introduction to this study. Discounts on quantities of Washers in lots of over 10,000 and up to 25,000. These are increases over the discounts for 10,000 lots and are in five steps of 2% each. December 29, 1933...... Effective December 29, 1935. Revision of Washer discounts in line with filings of other companies! · filings of this date. The filing of this company changes only one itam. The discount on 10,000 lots of X and XP grade material is raised 5%. Correcting typographical error in Instruction for Government Quotations. Quoting standard lengths of tubing as 18", 24", 36", 48".

Change in wording to "Minimum charges (of any kind) not applicable to commercial gear cutters." This is only correction of typographical error.

June 1, 1934..... Effective June 5, 1934.

Sheets. Discounts are lowered up to 8% on all grades and quantities of sheets. The average change is from 4 to 5%.

Washers. Discounts on all grades of Washers up to 1/4" thick are raised on small quantities and lowered on larger quantities. The - change is from 2 to 14% increase in small quantities to 2 or 3% decrease in the large quantity groups. This filing nullifies part of the former filing on quantities in excess of 10,000 since the discount for 10,000 is higher than some of the discounts quoted for still larger quantities. On Washers of more than 1/4" thick the discounts are lowered 3 - 4% throughout.

Tubing. Discount is lowered by dropping an extra 15%: for example 45 and 15% becomes 45%. To meet Company #5.

COMPANY #24

June 6, 1934..... Effective June 12, 1934.

Mew Instructions for Government Quotations.

August 22, 1934...... Effective September 1, 1934.

Quoting 65 and 15% on up to 2" inside diameter tubing in Quantities of 2500° or over.

Quoting on Grade S material ranging from 10 to 20% higher than any previously quoted material.

To meet Company #23.

All sheet specialties, washers and fabricated parts are granted an additional 5%.

December 17, 1934...... Effective December 27, 1934

The above discount is extended to sheets, discs, gear blocks and pump valves.

·····CJMPANY #25

This company is one of the large units of the industry but it does not quote the same prices as other members of the industry. In general this company maintains a price which is from 5 to 25% lower than prices of its competitors. The prices of the various types of products are discussed below in comparison with the uniform price quotations of other companies in the industry.

The general set-up of prices is similar to that of other companies in the industry and designations of material grades, sizes, dimension tolerance etc., conform with NEMA standards. In some cases the "uniform" price lists are used and different discounts, usually lower, are quoted. In other forms or grades of material, net prices may be quoted.

Sheets.

Sheets are quoted on the basis of net prices per pound for various grades and thicknesses. Three quantity groups are set up as follows:

Orders of less than 1,000 lbs. Orders of over 1,000 lbs.

Quantities of 5,000 lbs. per year or requirements contracted. The ratio of variation in net price on various quantities approximates 68 - 63 - 55.

-835-1 CCMPANY #25

The prices of this paterial in lots of 1,000 lbs. and over compare with the calculated net prices of over 300 lbs. of similar grade material show the following approximate difference in net price:

In Gradus I and IP, paper base natorial both the 1/64" thick and 3/22" thick natorial are 25% lower in price. In the fabric base linen grade, or Grade L, less variation is shown. In this case the 1/64" thickness is 5% lower and the 3/32" thickness is 12% lower. In grades X, XX and XXX 1/64" is 26% lower and in 3/32", it is 32% lower. Note: It is the uniform practice in the industry to quote the same price per bound on all natural over 3/52" thick.

There is a limited set-up covering fabrication charges and in general fromicated parts will have prices quoted on request. Prices are also quoted on request for mechanical and structural grades of sheet as well as sheet and fabricated parts for special application.

Mashors, Discs, Goer Manks and Purm Valves.

The "uniforn" washer price list applies but different discounts are quoted. These discounts in Grace II, IN and INI in any thickness, and Gradus C and L loss than All thick range from 4 to 12 % lower than the "uniforn" discounts. The average is appropriately 8%. Gear Blanks $\frac{1}{4}$ " thick and over in Grades C and L are from 4 to 3% lower.

Tubing.

The "uniform" rasher price list applies but different discounts are quoted. The uniform practice is to quote tubing on a discount such as 60 and 10, etc. This company quotes a single discount which in most cases is approximately equal to the sum of the two discounts for the similar grade of material under the uniform discount system. This gives a net price which will range from 3 to 85 lower.

Dalivery.

The terms of delivery and payment also very from those of competitors. Shipments of 100 pounds or more are made 103 from Telrose Park, Illinois or New Brunswick, N. J. with full freighting allowed to any point -ithin the United States.

Turns of payrent are each discount of 2% and not 50 days. It is not usual in this industry to quote a cash discount.

October 20, 1933..... 2ffective October 28, 1933.

Quoting a maximum discount on Mashurs of each grade of material. These discounts range from 4 to 15% higher than previously quoted discounts on lots of 1,000 and over, the greatest increase being on grades C and L and thick or over. Note: This filing does not specify any quantity group or any point at which these maximum discounts will be applied.

April 4, 1934..... 1934..... Effective April 14, 1934 9832

-836-COMPANY #25

This filing is a complete revision of the original filing and is apparently fully in line with the "uniform" price filing system of this industry.:

The filing is apparently identical to the filing of Company #33 which was effective January 12, 1934 and those of other companies effective on or about that date. All of the discounts and pricing methods covered in the original filing are revised and brought in line with those of other companies including a change in terms of delivery and terms of payment both of which are now the same as those quoted by other members of the industry.

April 4, 1934..... Effective April 14, 1934.

Instructions quoting Government Inquiries. These instructions are similar to the standard nethod used in the industry.

Hamimum discounts are quoted on doctor blad s to manufacturors of paper machinery regardless of quantity.

To neet Commany #25.

Hay 9, 1934..... 1934

"An extra discount of 10% for Hill deliveries on gear blanks in Grade C and Grade L in thicknesses 2" and over will be allowed."

The commercial gear cutters who cut gears for sale are quoted maximum discounts on gear blanks, sheets, cut blocks and strips of Grades C and L.

To mout Corrosmy #32.

May 9, 1954..... Effective May 19, 1934...

An extra 15% is quoted to distributors of pump valves who purchase for resale. This is in addition to the regular quantity discounts.

To meet Company #11.

May 31, 1934...... Iffective June 9, 1934.

Revision of prices on tubing. Tubing prices had formerly been quoted to discounts such as 60415, 50-15 etc. 15% is now discontinued and only the original discounts quoted.

June 4, 1934...... Iffictive June 14, 1934.

Revision of discounts on all forms and grades. The only change in sheet discounts is a lovering of discounts on XX and XXX about 4% on orders up to 300 lbs.

The discounts on IX and IXI washes are raised from 5 to 12%, the greatest change being in the smaller quantities.

COMPANY #25

June 14, 1934...... Effective June 20, 1934

Revision of discounts. All discounts on all grades except D are lowered on the average of approximately 6β .

Washer discounts on K, KP, KK, KKM rades are lowered 1% on orders of 1,000 to 909 pieces, and 7 on orders of over 10,000 pieces. KK and KKK grades are combined with K and KP grades in this filing, which means a slightly hi her reduction in the case of the first two grades. Grades C and L, less than Am thick in quantities above 1,000 are lowered from 3 to 7%.

Washers in grades 6 and L over $\frac{1}{2}{}^{\mu}$ thick are reduced from 3 to 5% in all quantity groups.

To meet Corporny #8.

June 21, 1934..... Effective July 2, 1934.

Supersuding former instructions for quotations on Government Inquiries. This makes provision for changes made in the intervening period.

July 18, 1934...... Effective July 28, 1934.

Instructions for figuring prices of extras in special fabrication . work.

August 16, 1934...... Effective August 27, 1934.

Quoting a discount of 65-15% on Grade K or KK tubing up to and including two inches inside diameter in quantities of 2,500 feet and over. To meet Company #31.

November 12, 1934..... Effective Movember 22, 1934

A revision of discounts on Grates X and XP. The discount is increased on all quantities 15 to 13% on sheet stock and washer discounts are increased from 10 to 16%.

Note: This filing cancels a special 5% discount on tubing.

Note: The original filing of this special 5% discount cannot be located but apparently it had been filed to neet a similar filing of .

Company #21.

December 5, 1934..... Effective December 15, 1934.

Revision of washer discounts, Graces XX and XXX are quoted together with Graces II and XP at approximately the same discounts effective Fovember 23, for Grades X and XP. Tashers are also quoted on a new material evidently identical to Grade S. Discounts on washers of this material range from 1 to $5\frac{1}{2}\%$ higher than other paper base grades.

December 17, 1934...... Effective December 27, 1934.

The discounts on Grades X and XP in shoot form are quoted together with the Grade S material at discounts from 15 to 18% higher than previous quotations for Grades X and XP.

Washer discounts on Grades XX and XXX are again quoted separately and at discounts from 12 to 14% lower than one previously quoted together with Grades X and XP.

Jenuary 7, 1935..... Effective January 17, 1935.

"Trade discounts to distributors and agent jobbers of all grades of material will be 16-2/3%."

16--2/3% discount in addition to quantity discounts quoted to fabricators on all grades and forms.

To meet Company #23.

February 18, 1935..... 28, 1935.

This filing evidently clarifies the filing effective January 17 but does not materially change the filing. It specifies sheets, rods, tubes, angles and channels being included in the discount and else states that the 16-2/3% is in addition to any quantity discounts.

March 7, 1935..... Effective March 18, 1935.

Correct typographical error in establishing price of combination fabric and paper sheets.

See Company #32 filings effective January 2, 1934, Jan. 6, 1934.

See Company #32 filing effective November 19, 1934.

March 23, 1935..... Effective April 1, 1935.

Quoting additional 5% on washers and specialties.

April 4, 1934......April 3, 1934.

See Company #32 filing effective January 2, 1934.

Prices and discounts on Grade S material of Company #32. Filing is the same as Company #32 filing but bears the name of Company #29, only.

December 1	.0, 1934		December	20,	1934.
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5% additional discount on Washers and specialties (on letter head of Company #29.)

COMPANY #30

- September 22, 1933...... Effective September 23, 1933.
 - This come may is one of the large units in the industry and its quotations are in line with the system in universal use in the industry. This system is discussed in the introduction to this study.

- November 27, 1933..... Effective December 7, 1933.

 Increasing discount on Washers in quantities over 250,000 from 1 to 2%.
- December 26, 1933..... Effective December 26, 1933.

 Increasing the discount on 10,000 lots of washers by about 5% which mullifys most of the preceding filings on larger quantities.
- April 5, 1934. Eff ctive April 15, 1934.

 Discounts to one specific agent of 15% on sheets and 10% on rod, tubing and specialties.
- June 1, 1934..... Effective June 11, 1934.

 Discounts to another specific agent ranging from 10 to 15% on various quantities of sheet, tubing and rod.

June 7, 1934......June 5, 1934 (continued) Grade C and L washers over 1/4" thick are reduced in all quantity groups from 3 to 5%, the largest reductions being on the smallest quantities. Also quoting to Jobbers (for resale) a discount of 15% in addition to usual quantity discounts. June 4, 1934..... Effective June 14, 1934. Quoting to a specific agent: List less maximum discount plus 15% on sheets, rods and tubes. Specialtics - less 15% Washers - less 15% August 7, 1935..... Effective August 13, 1935. All paper base tubing in lots of 2500' or over 65-15% To meet Company #31. August 11, 1935...... Effective August 13, 1935. Limiting above to tubing of 2" I.D. and under. Quoting discounts on Grade S material. These discounts are from 14 to 15% higher in all quantities than previously quoted paper base stock. Approximately the same differential applies en washers. Explaining that Grade S is supplied only in black and natural colors only. Offcring Grade S in brown color in addition to the black and natural above.

COMPANY #30

Year year
February 16, 1935 Effective February 23, 1935.
To fabricators, usual quantity discounts plus 16-2/3%. To mest company #23.
April 2, 1935 Effective April 8, 1935.
Lowering discounts on Grade Sympshers from 2 to 4% on all quantities. To meet Company #23.
April 3, 1935
Lowering discounts 55 on all quantities of Grade S sheet. To meet Company #23.
COMPANY #31
September 25, 1933 Effective September 28, 1933
This company is one of the larger units of the industry and its quotations are in line with the system in universal use in the industry. This system is discussed in the introduction to this study.
November 34, 1933 Effective December 7, 1933.
Discounts on quantities of washers in excess of 10,000. The discounts are in 5 increments of about 2% and extend to 250,000 pieces and over and apply on Grades X, XX, XXX, C and L of less than 2" diameter and 1/4" thickness.
December 19, 1933
Raising discount about 5% on 10,000 lots and over of washers of Grades X, XP, XX, XXX and thickness and diameter and Grades C, L'less than 1/4" thick.
March 21, 1934 Effective March 21, 1934.
Correcting standard random lengths of tubing.
April 1, 1934 Effective April 11, 1934.
Concelling extra charge for special tolerances on tubing.
May 28, 1934 Effective June 5, 1934.
To meet Company #5. Lowering discounts on all paper base sheets by from 3 to 5%

and on fabric base sheets from 6 to 9% on all quantities. Discounts are raised from 6 to 18% on quantities of washers up to 1000 and lowered from 6 to 8% on quantities above that.

9822.

COMPANY #31 (Continued)

The largest changes are in Grades XX, XXX which are quoted together with X and XP in this filing.

May 28, 1934 Effective June 5, 1934.

Discounts lowered on tubing. Formerly quoted 60-15 etc. the extra 15% is now discontinued.

August 3, 1934 Effective August 13, 1934.

Grades X and XX tubing up to 2" I.D. Quoted at 65-15% on quantities of 2500 or over.

November 13, 1934 Effective November 19, 1934.

Quoting Grade S material at same discounts as those of other companies on sheets and washers.

To meet Company #23.

November 30, 1934 Effective December 10, 1934.

Limiting the special discount on tubing, effective June 5, 1934, to tubing of round section only.

March 30, 1934 Effective April 8, 1934.

Lowering discounts on Grade S material. Sheet discounts are lowered 5% on all quantities and washers from 1 to 3%, the greatest change being on the larger quantities. To meet Company #23.

COMPANY #32

October 2, 1933 Effective September 28,1933.

One of the larger units of the industry; its quotations are in line with the system in universal use in the industry. This system is discussed on the introduction to this study.

Note: Washers discounts are not quoted.

Note: "Terms" until Jan 1, 1934 - 2% 10 days, net 30 days.

October 20, 1933 Effective October 30, 1933.

Reserving right to quote NEMA members at prices "determined to be proper". It is mentioned in the filing that this is in accord with long established custom in the industry.

December 1, 1933 Effective December 10,1933.

Stating that original filing applied to shipments from "local" stock. On shipments from the mill an extra 10% will be allowed.

COMPANY # 32 (Continued)

January 24, 1934 January 24, 1934.

Filing of discounts on washers and gear blanks. This was not covered in original filing and this filing quotes the same discounts as those in effect by other companies of this date.

Note: It is noted in this filing that the 10% shipment from mill" discount will only apply on Gear Blanks, Grades C and L, over 1/4" in the thickness.

April 13, 1934 Effective April 14, 1934.

Revision of prices of sheets, washers and gear blanks. Washers and Gear Blanks.

The "shipment from mill" discount is lowered to 5% and is printed in the filing. In the previous filing, the explanation of the application of the discount had been typed on the printed sheet and the discount was expressed "Shipment from mill - less 10% discount".

Sheets.

The discount on sheets is not changed but the "shipment from mill" discounts is lowered to 5%. Evidently the 10% filed December 1, 1933 remained in effect until this time.

April 13, 1934 Effective April 14, 1934.

Instructions for calculating prices from price filings.

June 6, 1934 Effective June 16, 1934.

General Revision of discounts. Sheets.

Sheet discounts increased from 18 to 23% on all paper grades.

Grades C and L are decreased from 4 to 8%.

Washers.

Paper grades and C and L under 1/4" discount raised from 3-12% in quantities up to 1,000 and decreased from 1-17% on larger quantities.

The greatest change up and down being on C and L grades. Grades C and L over 1/4" thick.

Discounts are lowered from 3-6% on all quantities of both grades.

November 14, 1934 Effective November 19, 1934.

Filing on Grade S material which is in line with filings of other companies on this material. The filing refers to Sheets, Washers and Specialties.

To meet Company #23.

COMPANY #32 (Continued)

December 26, 1934 Effective January 5, 1935.

Quoting 10% discount on Grade S to distributors and fabricators.

January 29, 1935 February 8, 1935.

Withdrawing only the discount in the preceeding filing on Grade S to distributors and fabricators.

COMPANY # 33

September 28, 1933 Effective October 18,1923.

This company is one of the large units of the industry and the quotations are in line with the system in universal use in the industry. This system is discussed in the introduction to this study.

This company has a greater variety of grades than most of others and use a number to identify a grade instead of the conventianal letter which makes it difficult to compare changes in each item with other companies. However, certain grades are exactly comparable and these are the ones which are particularly discussed therein.

November 3, 1933 Effective November 13, 1933.

Lam. Phenol, Products for Industrual Purposes.

The following instructions apply for pricing Micarta to special customer classifications.

Industrial Fabricators.

Class A - This class includes those fabricators whose purchases during the previous 12 months aggregated less than \$10,000. Prices to this class are based on Trade Discount Sheet XXXX, using maximum quantity discounts and an additional 10%.

Class B - This class includes those fabricators whose purchases during the previous 12 months aggregated \$10,000 or more. Frices to this class are based on Trade Discount Sheet XXXX, using maximum quantity discounts and an additional 16-2/3%.

Note - Classification for newly appointed industrial fabricators, whether A or B, will be determined by loading figures arrived at by negotiation with such fabricators:

Employees.

Prices to employees of the Company for ---- are based on Agent-Jobber Cost Sheet 63-007, using maximum quantity

COMPANY #33 (Continued)

discounts.

January 2, 1934 Effective January 12, 1934.

Adding a new type of material at normal discounts. Revision of discounts on Washers less than 1/4" thick of paper base material. Quantities of 1000 and over have the discounts lowered from 3-5%. No change in discounts of fabric base washers of over 1/4" thick.

March 19, 1934 Effective March 29, 1934.

Correcting typographical errors in preceeding filing. Changes are noted on filing in discounts on Washers but a close check does not show what they are.

June 4, 1934 Effective June 5, 1934.

General revision of discounts on Plate, Washers and tubing. Plate discounts are decreased from 4-18%, the larger decreases being on paper base material. Washer discounts increased from 6-20% in quantities up to

Washer discounts increased from 6-20% in quantities up to 1,000 and decreased from 3-10% in quantities over that.

Tubing. Formerly quoted as 60-15%. The extra 15% is now discontinued. First discount of 60% retained. This same change applies on angles and channels.

August 8, 1934 Effective August 13, 1934.

Discount on 2 grades of paper base tubing up to 2" I.D. on orders of 2500" or over on additional 15% applies.

August 14, 1934 Effective August 27, 1934.

Applying preceeding discount to 2 more grades of tubings.

November 16, 1934 Effective November 19, 1934.

Filing on the Grade S material introduced by other companies. The discounts are the same as those offered by other manufacturers.

To meet Company #23.

November 11, 1934 Effective December 10,1934.

Supersedes Issue Dated Nov. 13, 1933. Special Instructions Effective December 10,1934.

Lam. Phenol. Products for Industrial Purposes. Plate, Rod, Tubing, Angles and Channels.

COMPANY # 33 (Continued)

Industrial Fabricators.

The term "Fabricator" is defined to mean a person, firm or corporation performing the functions hereinafter mentioned whose business is the buying, selling and/or fabricating of plate, rod or tubing made of laminated materials bonded with synthetic resins to users and consumers of such materials and whose business as such is subject to the regulations of the Electrical Manufacturers! Code.

Provided, however, such persons, firm or corporation performs the following functions, but does not perform such functions to secure fabricator prices for themselves as manufacturers of other products or for the benefit of allied persons, firms or corporations:

- 1. Maintains and warehouses a stock of all such standard laminated phenolic products sufficient to serve the requirements of his customers adequately.
- 2. Maintains delivery service and facilitates for pickup service.
- 3. Maintains a selling organization trained to promote, specify and quote on laminated phenolic products and to handle matters of service with his customers properly.
- 4. Distributes catalogs showing and describing the most essential items in common use in the industry.
- 5. Extends justified credit to the buyers within his territory upon reasonable terms.

Discount Schedule

The following applies to Fabricators who are not in the business of making and/or selling completely finished gears. (*)

Mater	ial
Grade	S
Grade	S

Discount
Maximum quantity discounts
Trade Discount Sheet plus an
additional 10%.

All industrial Grades of Plate (excepting Grade S Rod, Tubing, Angles and Channels. Maximum quantity discounts Trade Discount Sheet plus an additional 16-2/3%.

Note: When Industrial Fabricators purchase plate, Rod, Tubing, Angles and Channels and Grade S in other than standard sizes and lengths as listed in Descriptive Data Sheet, the maximum quantity discount only will be given in accordance with Trade Discount Sheet.

^{(*) -} Fabricators engaged in the manufacture and/or sale of completely finished gears will be given maximum quantity discount only in accordance with Trade Discount Sheet on Grades C and L 1/4" thick and over.

COMPANY #33 (Continued)

Pecember 27, 1934 Effective December 27, 1934. Extending discounts on Grade S material to include 3 other grades of paper case material (only on thicknesses 1/32" to 1/8") To meet Company #25.

January 15, 1935..... Effective January 25, 1935.

Withdrawing Grade S material from filing effective December 13, 1934. Others remain unchanged. And the second of the second second second second

April 5, 1935 Effective April 8, 1935.

Lowering discounts on the 3 grades quoted in filing effective December 27, a uniform 5% in all quantities is sheet form.

Washers in these materials lowered 3-5%. To meet Company #23.

COMPANY #34

This company quotes prices and sets itself up as a primal manufacturer but the Code Authority has never considered it as such. While it has been considered as a fabricator it is not known whose material is sold in basic form or as fabricated parts. The company has its own trade name for the material and since all of the list prices and discounts are in line with those of other companies, it will necessarily be treated as a primal manufacturer.

Terms are 30 days net - which is uniform in the industry.

Delivery is as follows:

"Freight charges will be allowed on shipments on or east of the Mississippi River, and in Ontario and Quetec, Canada. To all other points, an allowance of 70c per 100 lbs. will be made."

With the exception of delivery, the conditions of sale are exactly the same as most of the large units of the industry.

Discounts on quantities of washers above 10,000. Discounts are in increments of 1 and 2 per cent and extend in 5 steps up to quantities over 250,000.

Increasing the above discounts in washers in some quantity grade groups not more than 1% to bring the quotation in line with the quotations of other companies.

Note: It is possible that this company initiated the first move, effective December 8 (the filing was marked filed 11/28 by the company but stamped 11/29 by NEMA) and then when other companies filed slightly higher discounts increased their original discounts osses to the uniform level.

COLPANY 334 (cont'd)

Increasing the discounts on quantities of washers, all grades, from 1000 to 10,000 and over by from 3-5%. The 5% increases are nearly all in the 10,000 groups.

Discounts on C and L grades over 1 thick are not changed.

General revision of discounts.

Sheets. All grades and quantities of sheet are lowered from 4-8% in all quantity groups.

Washers. Grades X, XP, XX are grouped together and the discounts on all quantities above that are reduced from 1-7%. The largest increases are in the case of Grade XX which was quoted at a discount 5% lower than X and XP.

Note: It was uniform practice in the industry to quote the same discounts on X, XP, and XXX sheets but to quote the higher discount on XX washers.

Tubing. The extra 15% previously quoted on all tubing is discontinued and the original discount is retained.

To Distributors of pump valves for resale: usual quantity discounts plus 15%.

To meet Company #11 filed April 24, 1934.
To meet Company #23 effective June 5, 1934.

June 14, 1934..... Effective June 25, 1934.

Instructions for quoting government inquiries which were uniform throughout the industry.

On tubing up to 2" I.D. in quantities of 2500 a discount of 65-15% is quoted.

To meet Company #31.

Filings on Grade S material which are same as filings on this grade by other companies.

INSTRUCTIONS FOR PRICE CALCULATIONS

Listed below are prices and methods of figuring items not covered by the printed schedules:

SHEETS All fabric material made of fabric over 6 oz. per sq. yd. is classifided as canvas or grade CO, and material made from fabric 6 oz, or under per sq. yd. is classified as linen or grade L. Grade XXN black takes same list prices as Grade X.

STRIPS & BLOCKS

For squares and rectangular blocks 3.16" and less in thickness, take from conversion table equivalent 0.D. of washer. Apply washer discounts for quantity and grade.

Standard sheets, blocks, strips and specialties not coming within the conversion table, and of different grades, colors and thicknesses may be aggregated in determining quantity discounts.

Pieces out from combination sheet stock or pieces converted to washer equivalent from combination sheet stock make the addition or deduction from or to base prices only.

The weight of CUT PIECES is to be calculated as follows:

Use tables per sheets 5 and 5 Å on all sizes of blocks or cut pieces to arrive at weight per M. pieces.

Intermediate thicknesses figure from sheet 5 using factor for 1" thickness and multiplying by exact thickness required carrying decimals three points only in final answer.

Intermediate widths or wider than listed, figure from sheet 5 using factor for 1" wide and multiplying be exact width required carrying decimals three points only in final answer.

Intermediate lengths or longer than listed use figure from 5 A using factor for 1" length and multiplying by exact length required carrying decimals three points only in final answer.

Multiply the two factors thus obtained to find weight per

thousand pieces.

Retain the decimal ONE point only in weight of 1,000 pieces and drop the remainder of decimal, if any.

Example: Pieces 19,628 long 3,415 wide .647 thick

Sheet 5
1" wide x 1" thick = 256
3.415 wide x 1" thick = 3.415 x 256 = 874.24
3.415 wide x .647 thick = 874.24 x .647 = 565.633
565.633 factor for width and thickness
Sheet 5 A
1" long = .195 x 19.628 = 3.827
3.827 = factor for length

Squares and rectangles not covered by conversion table use standard cutting charge.

565.633 x 3.827 = 2164.6 = weight per M. pcs.

Pieces containing less than 100 square inches and not coming within range of conversion table. Quote price per II. carrying decimal two points only in all figures after weight per thousand.

Example:- 1,000 pieces XP natural bakelite 7" x 4" x 1/32" 43.7# per M. x 3.15 per 15. = 137.55 list less 645 = 49.55 m. Quote 49.55 per M. net

Pieces containing over 100 square inches. Figure per thousand and quote MET FRICE EACH dropping all fractions beyond two points in thousand price as above and in price each in final answer.

Example: - 100 pieces natural 00 bakelite 24" x 19" x 3/8" thick:

Weight per M length 24 x .195 \pm 4.630 Thickness & width factor 96 x 19 \pm 1824 8536.3

8536.3 lbs. per M.

8536.3# M x 2.30 = 19633.49 M 160%7853.39 per M or 7.85 each

Strips out to width but not to length may be quoted per pound or per thousand lineal feet.

ANGLES & CHANNELS

To obtain the list price on L shaped or U shaped channels measure the inside periphery of two such angles or channels placed together to form a rectangular tube and divide by 3.1416; this will give the diameter of the equivalent round tube.

For example: take the following inquiry: Quote on ten L shaped angles where the dimension of the short leg is 3" and the long leg is 6", angles having 1/8" wall, and in standard lengths.

The inside periphery of two such angles placed together would be 18^{\shortparallel} . Divide this by 3.1416 which gives us 5.729 as the dimensions of the equivalent round tube. This being a size not listed we take the next larger size, namely, $5-3/4^{\shortparallel}$.

By reference to the schedule we find the list price of tubing 5-3/4" I.D. x 1/8" wall is \$4.15 per ft. To this add 30% for forming, etc., giving us a list price on L shaped pieces of the dimensions given in the inquiry of \$5.395 per foot. Here again divide by two to obtain the list price per lineal foot.

A similar inquiry covering U shaped channels with inside dimensions of the base 5" and the height of the legs 2" wall thickness of 1/8", in standard lengths, would be figured in the same way as the L shaped angles in the previous inquiry. By following through the operations it will be found that the list price on such channels would be the same, namely, \$5.395 per foot. Here again divide by two to obtain the list price per lineal foot.

The schedule of cutting charges for angles and channels cut to specific size is the same as that applying to rod and tubing.

The discount schedule on angles and channels is as follows:

Paper base, same as grade XXE

Fabric base, same as Canvas tubing

Linen base, same as Linen tubing

If angles are furnished with rounded edges, punched, drilled, counterbored or tapped holes, or any extra work, they are to be considered as specialties and take an additional charge of not less than 10% for the extra work.

Tubes, angles and channels with decorative surfaces take the same discount schedule as above omitting the additional 15% discount now applicable to regular grades of bakelite tubing.

Prices apply to quantity ordered for shipment at one time.

WASHERS & DISCS

A standard washer is a round washer with one hole of any shape or location. A washer with more than one hole or a washer that is not perfectly round outside is a specialty and should be priced at 10% above the washer price. A washer with a definite flat on one or more sides should be priced on the basis of the smallest rectangular piece from which the part can be made.

Attention is called to the fact that maximum discounts on Co & L in thicknesses 1/4" and over are those shown for quantities of 1,000 and over. In these grades and thicknesses, do not use upper table showing 10,000 quantity discounts.

Washers under 1" diameter. Where thickness exceeds diameter and no list is given, figure as cut rod using the regular schedule price applying to cut rod.

On Canvas and Linen washers when necessary to use next thicker size for list price, use discount covering actual thickness specified.

Refer to price folder dated July 28, 1933 turning charges on washers "over 12" to 14" inclusive" and change this to read "over 12" diameter". The charges shown in these lines apply to all diameters over 12".

Minimum charge on any one size washers or washer specialties \$3.00.

Any washers or discs larger than listed take list of one-half diameter and multiply by four, or in the case of blanks over 28" diameter use list of one-third diameter and multiply by nine. Do not interpolate for list. Use next larger diameter listed.

Recognized commercial gear cutters who regularly cut gears for sale are entitled to maximum discounts on gear blanks and sheets of grades "CO" and "L".

Allowance for centers on canvas and linen base bakelite washers. In arriving at the allowance for centers on gear blanks or gear rings, where the center is 10" to 14" inclusive in diameter, the allowance is based on 50% of the net price listed in price folder.

Where centers are oven 14" in diameter, arrive at the list price of the center in the same manner as you would arrive at a list price of a blan's of similar diameter, in accordance with the standard method, and the allowance is 50% of the net selling price of the centers thus obtained.

Refer to folder dated July 28, 1930 covering discounts on batelite washers and discs and third page showing net entras for turned and for turned rounded edges. The last column of entras under these two headings is shown as "Over 3/4" to 1" inc.". Change this heading in both cases to read "Over 3/4" thick".

There is no allowance for centers under 10" dismeter in any grade of stock, and no allowance for centers 10" and over in dismeter in any grade other than Canvas or Linen.

Baltelite washers, discs, burn valves and gear blanks.
To arrive at list price of baltelite washers thicker than shown in price folder take list of washers l" thick and multiply by actual thickness required.

Mashers, washer specialties and pieces converted to washer equivalent, quote net price per hundred or net price each, depending upon the list, dropping fractions of a cent. Plain punched or band sawed washers quote list price less discount. On specialties the 10% is added after all other charges including turning and drilling are figured.

There is no charge for close limits on thickness of baltelite washers, gear blanks, discs, or any specialty figured on the washer conversion basis.

Hinimum net price on mashers, 60 per C.

SPECIALTIES

Regular quantity prices apply to all sheet specialties. Do not use naximum discount. Add not less than 105 for special work.

Sheet specialties 6" long and under and containing 16 square inches or less, and thickness; or plain cut plocks or pieces 3/6" and less in thickness 6" long and under and containing 16 square inches or less are based on the washer list under conversion table as shown on sheet Al, Bl, Cl, Dl, and El, to arrive at outside dianeter of washers. Use washer list and discount. If a specialty add a minimum of 10% over the washer price for special work."

Minimum price on specialties 6d, per hundred bieces.

Hinimum charge \$2.00 on all tube or rod specialties. Sheet specialties, figured from the conversion table or otherwise, will take a minimum charge of \$5.00.

Specialties containing less than 100 square inches and not coming

within the range of conversion table, and those also containing over 100 square inches shall be figured according to the same method as described for plain pieces, with an addition of at least 105.

Panels with beveled edges should be classed as specialties.

Referring to certain applications of laminated baltelite products requiring long strips in encess of 95" in length, the following method of pricing should apply: Strips without any beveling on other machining operations use standard methods including cutting charge plus 10% where these strips are greater than 96" in length. Where fabricating aside from beveling is involved add a minimum of 10% fabricating charge. For beveling add a net charge of 15% per lineal foot of beveled edge. The above applies to all applications except decorative.

Tube 3 rod specialties. Figure regular quantity prices adding not less than 105 for special work.

Standard equivalent shall be figured from the smallest rectangle in which the piece may be fully contained. All circular pieces having flats, lugs or indentations on the outside diameter or irregularly shaped pieces shall be figured on this basis.

TUBING

Standard lengths, cut tubes or tube specialties may be aggregated to determine quantity discounts, but rods and tubes may not be aggregated with each other.

To determine list prices per foot of baltelite tubing of inside diameters greater than 3", use the following formula:

5/32" wall and under

Ontal (ID + t)

Over 5/30" wall

5.1 ntn (ID + t)

I.D. equals inside diameter
"T" equals wall thickness.

The above formula will give list prices which will synchronize with the standard schedule which covers tubing up to and including 8" inside digneter.

Threaded Tubes - See table of charges on Page 7. Charges shown cover outside thready only. Tubes and rods turned down and then threaded are specialties.

Combination fibre and baltelite tubes. — Where the fibre tube is on the inside and the baltelite tube on the outside, figure the puice by using the overall dimensions of both tubes together as though it were a solid baltelite tube. For example, a combination tube in which the fibre was 5/16" x 5/2" and the baltelite 5/8" x

7/8" figure the price the same as a bakelite tube 5/16" x 7/8".

Where the fibre tube is on the outside and the bakelite tube on the inside, figure the separate price for the fibre tube on the regular fibre schedule and a separate price for the bakelite tube. Add these together for the price of the combination tube. There is no extra charge in this case for telescoping or assembling.

Tubes with round inside and square, hexagonal, octagonal, or special outside, prices to be figured same as round tube plus 10%.

Example: 1/4" round I.D. x 3/4" square outside price is \$.89 per foot list plus 10%.

No charge for burring or breadking edges where no definite radius or bevel is given. Where a definite radius or bevel is given not less than 10% must be added. Prices to be furnished from the main office.

ROD

Threaded Rods - See Table of charges on Page 7. Charges shown cover cutside threads only. Tubes and rods turned down and then threaded are specialties.

Standard lengths, cut rods or rod specialties may be aggregated to determine quantity discount, but rods and tubes cannot be aggregated with each other.

Cutting charges, threading charges and method of figuring cut rods and rod specialties same as tubes.

ROD SPECIALTIES. Figure regular quantity prices adding not less than 10% for special work.

Minimum charge rod specialties - \$2.00 any one item.

Prices of bakelite rod over 4" diameter.

Square the diameter of the size rod you want and multiply by the list price of rod l" diameter.

Example: $2^{\text{To obtain price of rod }4-1/2^{\text{"}}}$ diameter: $4.5^{\text{"}}$ x 2.16 = 43.74 per foot

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4-1/4" diameter = 39.02 per foot.

4-1/2" " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " " 43.74 " " " " 43.74 " " " 43.74 " " " " 43.74 " " " " 43.74 " " " " 43.74 " " " 43.74 " " " " 43.74 " " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " " 43.74 " " " 43.74 " " " 43.74 " " " 43.74 " " " " 43.74 " " " " 43.74 " " " 43.74 " " " " 43.74 " " " " 43.74 " " " " 43.74 " " " " " 43.74 " " " " " 43.74 " " " "
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TUDOS UP TO PU OUTSIDE DIADENTE I MIUSIMI-
     Thrended less than 50 thrends per inch.
          Threaded 1" long and under
                                                $5.00 per II Pieces
              " over 1" to 1-1/4" inc.
                                                 5.60 "
                                                 3.00
                   " 1-1/4" to 1-1/2" inc.
                   11
                       1-1/2" to 1-5/4" "
                                                 5.50
                      1-3/4" to 2" "
                                                 7.00 "
                   n 2-1/20 to 3-1/20 u
u 30 to 40 u
                   - 11
                                                 3.00 H
                                                 9.00 11
                                                11.00 11 11
                   n An to the
                                                13.00 "
     Thwerded 30 to 50 thrends ber inch, not inc.
          Thrended 1" lon and under $3.00
                 over 1" to 1-1/4" inc.
                                                 9.00
                                               10.00
                   " 1-1/4" to 1-1/3" Inc.
                  " 1-1/4" to 1-1/3" Inc. 10.00
" 1-1/3" to 1-2/4" " 11.00
" 1-5/4" to 2" " 12.00
" 2" to 2-1/2" " 14.00
" 2-1/2" to 5" " 20.00
" 3" to 4" " 20.00
" 4" to 5" " 24.00
                   n an to an n
                                               24.00
     Thrended 50 to 60 threads per inch not inc.
          Threaded 1" long and under
                                                10.00
              " over 1" to 1-1/4" inc.
                                                11.50
                      1-1/4" to 1-1/2" inc.
                                               13.00
                      1-1/2" to 1-3/4" "
                                                14.50
              \hat{n} = n^{-1}
                      1-"/4" to 2" "
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                      2m to 2-1/2m m
              11 11
                                               119.00
                    0-1/0" to 5" "
0" to 4" "
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                      * Z1 11
                                                54.00
     Threaded 65 threads per inch and over
          Threaded 1" lon and under .
                                                15.00
                 over 1" to 1-1/4" inc.
                                                17.00
                 " 1-1/4" to 1-1/2" inc.
                                                19.00
                  " 1-1/2" to 1-5/4" "
            11
                                                21.00
            11
                  n 1-3/4H to 2H H
                                                23.00
                  " 2" to 2-1/2" "
            11
                                                27.00
                                  . 11
                  " 2-1/2" to 3"
            11
                                                31.00
                  " 5" to 4"
" 4" to 5"
                                       11
                                                39.00
                                                47.00
TUBES OVE 2" OUPSIDE DIA THIE UP TO 3" OUTSIDE DIA HERR
     Threaded and number of threads per inch required.
          Threaded up to 5" lon; inclusive 50.00
              " over 0" to 4" long inc. 55.00
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" 4" to 5" long inc.

60.00

The above charges are not and cover threading only. These charges are to be added after all other charges are made. If there is no other work except threading, then the prices of the cut tubes should be determined plus threading charge applying to size and length as above. If the cut tube has holes or other work, then it would be the price of the cut tube plus 10% for the extra work then add charge for threading.

GENERAL INFORMATION BANGLITE GOVERNEUT INQUINIES

Prices based on discounts for quantity ordered for shipment at one time shall be quoted on inquiries from all Government department. Sheets are quoted net prices per pound dropping fractions. Rods and Tubes are quoted net price per foot dropping fractions. This applies only to Government inquiries.

Delivery f.o.b. destination except West Coast or Panama Canal Zone, where 55 is added to net prices and dropping fractions as mentioned above.

When inquiries for sheet stock are nade with unit specified per square inch, per square foot, or per sheet, weights are to be figured from the table using the weight of a square inch as the unit in each case carried to one decimal point per thousand square inches; i.e. 24.4 lbs. per H. sq. i.ch. Tultiply reight thus obtained by net bound price i.e. 24.4 lbs. per H. sq. in. x \$.30 per lb. \pm \$19.52 H. sq. in. or \$.01952 per sq. in. Carry decimal point four places only in price sq. in. \$.0195 per square inch.

If this unit is specified per sq. ft. :mltiply $\$.0195 \times 144 = \2.808 per sq. ft. Quote = \$2.80 per sq. ft.

If this unit is specified per sheet 35" m 56" multiply \$.0195 x 1296 equals \$25.272. Quote - \$25.27 per sheet. Pieces cut to exact size are figured from the regular cut to size method using quantity prices in all cases.

Pieces 24" x 18" or larger consider as standard sheets, no cutting charge to be added. Pieces smaller than 24" x 18" quote price adding legular cutting charges.

Examples

```
300 sc. in 1/4" BLM. WH 60 sc. ft. 7/13" BLM. HT 10 Sheets 1/13" BLM. HT
                     Sheet stoc!:
Sheet stock
                                           about 56" n 36"
Quote unit per sc. in. Quote unit per sc. ft. Quote unit per sheet
                                170.
         13.
.175 $2.00 - 10; .175 $2.00-07; 

64 .40 112 .75 

12.47.sg.in..50 lb net 21.8% sg.in..70% net
                                            5.1/2 .sq.in. .82#
$0.970 M.sc.in.
                    15.26 / sc.in.
                                           02.54211.sq.in.
                    · OF
                                           or
                                           $ :002542 sq. in.
                    $.01528 sc. in.
                     017
                                            OT
                    $.0152 so. in.
$.00% sc. in.
                                           $ .0025 per sa. in.
                                           1290
                    .124
                    $2.18 sc. ft.
                                           $3.14 per sheet
```

```
10 biology 12 x 13 m 5/10", thick out to size (Regular out method) BLM. III
   Unit mer pownd.
$2.00 per 15.
                                 Unit ench
                                 .195
     .50 cutting charge
                                 13
     02. 0 15 list - 10,5.
                                 5.51
                                  376
     0 .03 lb net
                                 2021.7 hounds H
                                $4649.91 11 - 60%
                                 •40
                                $1859.991
                                 or
                                $1.35 ench
```

Price Instructions and General Information U. S. Government Prices IN Bakelite Standard Sheets

,		•	
Thichne	<u>888</u>	<u>lest</u>	Mest
1/13".	Price per pound		
-/	. Less then.50 lbs	\$.32 .	\$.86
·	. 50 to 299 lbs.,		.74
	300 lbs. and over - · · ·	63	*80°
	Price per saugre inch	. •	
	Less than 50 lbs. → · · ·		.0026
	50 to 299 lbs		•0055
	300 lbs. and over	.0019	~.002
	Price per square foot Less than 50 lbs	•56	37
•	. Less than 50 lbs · · · 50 to 299 lbs	•31	.31
	500 lbs. and over -	•27	.20
3/33#	Price per pound	€ 75 (• 50
0/23	Less than 50 lbs.	•80	.04
	50 to 290 lbs	•70	.75
	300 lbs. and over -	•62	.65
	Price per square inch		
	Less than 50 lbs ·	.0036	.0033
	50 to 200 lbs	.0052	.0055
	500 lbs. and over	.0028	.0029
	Price per square foot	63	• 54
	Less than 50 lbs 50 to 299 lbs	.51 .46	• 5 4 • 47
	300 lbs. and over -	•40	.41
1/8"	Price per pound .	• 10	•
1/0	Less than 50 lbs	.80	.84
	50 to 299 lbs	.70	.73
	300 lbs. and over	.62	.65
	Price per square inch		
	Less than 50 lbs	.0049	.0052
	50 to 299 lbs	.0043	.0045
	300 lbs. and over -	.0038	.004
	Price per square foot	70	77.4
	Less than 50 lbs. →	.70 .61	.74 .64
	50 to 299 lbs 300 lbs. and over -	• 54	• 57
3/16"	Price per pound	• 0 =	• 01
0/10	Less than 50 lbs	.80	.84
	50 to 299 lbs	70	.73
	300 lbs. and over -	.62	•65
	Price per square inch		
	Less than 50 lbs	.0074	.0078
	50 to 299 lbs	.0065	.0067
	300 lbs. and over -	.0057	.006
	Price per square foot	1 06	1 10
	Less than 50 lbs	1.06 .93	1.12 .96
	50 to 299 lbs 300 lbs. and over -	.82	.86
	O(N) TOS AMA OVEL -	• 02	•00

Thickn	<u>ess</u>		East	West
1/4"	Price per pound .		·*	
-/ -	Less than 50 lbs.	_	\$.80	\$.84
	50 to 299 lbs		70	.73
	300 lbs. and over	~	.62	.65
	Price per square inch			
	Less than 50 lbs.	_	.0074	. :¢078
	50 to 299 lbs		.0065	.0067
	300 lbs. and over	-	.0057	.006
	Price per square foot.			
	Less than 50 lbs.	-	1.06	1.12
	50 to 299 lbs		.93	.96
	300 lbs. and over		.82	.86
3/8"	Price per pound			0.4
	Less than 50 lbs.	-	.80	.84
	50 to 299 lbs		.70	.73
	300 lbs. and over	-	.62	.65
	Price per square inch		•0149	.0157
	Less than 50 lbs.		.0130	.0136
	50 to 299 lbs 300 lbs. and over		.0115	.0121
	Price per square foot	•	·OTTO	• ()12.1
	Less than 50 lbs.	_	2.14	2.26
	.50 to 299 lbs. →	_	1.87	1.95
	300 lbs. and over		1.65	1.74
1/2"	Price per pound			
-/~	Less than 50 lbs.		.80	.84
	50 to 299 lbs		. 70	.73
	300 lbs. and over	-	.62	.65
	Price per square inch			
	Less than 50 lbs.	~	.0 <u>1</u> 99	.0209
	50 to 299 lbs		.0174	•0181
	300 lbs. and over	↔	.0154	.0161
	Price per square foot			
	Less than 50 lbs.	-	2.86	3.00
	50 to 299 lbs		2.60	2.60
	300 lbs. and over		2.21	2.31
5/8"	Price per bound			
	Less than 50 lbs.	-	.80	. 84
	50 to 299 lbs		.70	.73
	300 lbs. and over	-	.62	.65
	Price per square inch		0.040	0000
	Less than 50 lbs.	-	.0249	.0262
	50 to 299 lbs		.0218	.0227
	300 lbs. and over	'. -	.0193	.0202
	Price per square foot		7 50	3.77
	Less than 50 lbs.	-	3.58 3.13	3.26
	50 to 299 lbs		2.77	2.90
3/4"	300 lbs. and over Price per pound		C• 11	2.90
0/4	Less than 50 lbs.	_	.80	•84
	50 to 299 lbs		.70	.73
	300 lbs. and over		.62	•65
	000 100 and 0001		• • • •	• 00

Tkickness	<u> East</u>	West
3/4" (Continued)		
Price per square inch		
Less than 50 lbs	\$. 0299	\$.0314
· 50 to 299 lbs	.0261	.0273
300 lbs. and over -	.0231	.0243
Price per square foot		
Less than 50 lbs	4.30	4.52
50 to 299 lbs	. 3.75	3,93
300 lbs. and over -	3.32	3,49
7/8" Price per pound ·		
Less than 50 lbs	•80	•84
50 to 299 lbs	70	.73
300 lbs. and over -	. •62	•65
Price per square inch		
Less than 50 lbs	.0348	0366
50 to 299 lbs	0305	•0318
300 lbs. and over -	.0270	.0283
Price per square foot		
Less than 50 lbs	5.01	5.27
50 to 299 lbs	. 4.39	4.57
300 lbs. and over -	3.88	4.07
1" Price per pound .		
Less than 50 lbs	· 80	.84
50 to 299 lbs		.73
300 lbs. and over -	.62	•65
Price per square inch		
Less than 50 lbs	.0399	.0419
50 to 299 lbs	.0348	.0364
300 lbs. and over -	0309	.0324
Price per square foot		
Less than 50 lbs	5.74	6.03
50 to 299 lbs	5.02	5.24
300 lbs. and over -	. 4.44	4.66

All of the above prices are figured on XX grade stock. Prices on all other grades of stock are to be arrived at by using the same method of figuring.

ORIGINAL FILING APPENDIX A, PART 12 SECTION C

ROD List per Foot

	er 1/4"			foot	
11	5/16"	. 44	11	11	
18	3/8"	.52	11	11	
†f	7/16"	.64	11	Ħ	
11	1/2"	.77	11	11	
11	9/16"	.91	11	11	
11	5/8"	1.08	- 11	11	
11	11/16"	1.22	11	11	
11	3/411	1.41	11	#1	
11	7/811.	1.77	11	11	
11	וֹיוֹ	2.16	11	11	
11	1-1/8"	2,62	11	11	
11	1-1/4"	3.08	11	11	
. 11	1-3/8"	3.69	ft.	11	
11	1-1/2"	4.33	- 11	!1	
tt	1-5/8"	4.96	11	ff	
. ff	1-3/4"	6.19	11	11	
11	1-7/8"	7.32	11	11	
11	211	8.63	11	11	
11	2-1/4"	10.94	11	11	
. 11	2-1/2"	13.50	11	11	
11	2-3/4"	. 16.34	11	11	
11	311	19.44		11	
ff	3-1/4"	22.82		11	
ff.	3-1/2"	26.46	11	11	
#	3-3/4"	30.38	#1	11,	
,,	411		11	ff	•
	T	34,56			

Intermediate sizes take price of next larger diameter.

Rods are sufficiently accurate for all ordinary purposes.

DISCOUNTS

				Grade UF	
	Grade XX	Canvas	Linen	Paper Base.	
Less than 50 ft	. 48%	28%	15%	20%	
50 to 199 ft	. 52%	32%	19%	24%	
200 to 499 ft	. 55%	36%	26%	28%	
500 ft. and over	. 57%	38%_	28%	32%	

Sizes may be aggregated.

Discount is determined by quantity ordered for shipment at one time. Rods in Grade XX over 1" diameter may show minute radical cracks which cannot be overcome entirely in this grade of stock. This is not noticeable in the Canvas or linen stock.

UF Rods not furnished over 3/4" diameter.

STANDARD LENGTHS

Turned Rods and Moulded Rods are furnished in random lengths of 18" and 37".

Smallest moulded canvas rod furnished 3/8" diameter. RODS OF SPECIAL SECTION, that is Square Rectangular, Oval or any other

Special Section, take same List as Round Rods of same periphery plus 10%. Subject to quantity discounts as above.

ORIGINAL FILING

SHEETS

Size about 38" x 38" and 383 x 43"

LIST PRICES PER POUND

All Grades				
Except Grade	D		Grade D	
and UF			and Grade	UF
N. E. M. A.	24	·	$N \cdot E \cdot M \cdot A$.	
Standard	Close		Standard	Close
Limits			Limits ·	Limits
Under 1/64" thick\$3.50	\$3.70	· ·	not made	not made
	3.15		\$8.00	\$8.40
1/32" thick 2.35	2.45		4.00	4.20
3/64" thick 2.20	2.30		2.70	2.85
1/16" thick 2.05	2.15		2.05	2.15
3/32 and over 2.00			2,00	2.10
INTERMEDIATE THICKNESS at	price	of next	THICKER.	• •

DISC				
	Less than	50 to	.300 Lbs.	
<u> </u>	50 lbs.	299 lbs.	& over.	
X and XP Natural, A Natural			•	
and Black, X and XP Natural	•			
with black surfaces, X and			, .	
XP Black	64%	68%	72%	
XX and XXX Natural and Black	60%	65%	69%	
C Natural and Black	48%	53%	60%	
L Natural and Black	36%	43%	50%	
DWood and Marble	52%	55%	57%	
DFancy and Solid Colors	47%	50%	52%	
UF Paper Base	37%	42%	45%	
UF Linen Base	17%	23%	30%	
Discount is determined by quent	ity ordered	for chinm	ont ot one	

Discount is determined by quantity ordered for shipment at one time.

If parts of sheets are required or if plates are required cut to sizes additional charge will be made. Above prices cover sheets in standard sizes only, uncut, or in standard half sheets.

Sheets of different grades, colors and thicknesses may be aggregated in determining the quantity discount.

Grade X Natural with black surfaces not made under 1/16" thick.

Grade A not made under 1/32" thick.

Grade I is not made under 1/64" thick.

Minimum charge for any one order, \$1.00.

TERMS: 30 days net, no cash discount.

DELIVERY: Freight Shipments, F.O.B. point of shipment with freight allowed to all points East of the Eastern boundry of Montana, Wyoming, Utah and Arizona. Shipments to any point West of this line by freight F.O.B. point of shipment freight prepaid and 5% added to net prices.

Parcel Fost or Express Shipments. Eastern Zone F.O.B. cars point of shipment with no allowance for freight, mail or express. Shipments from factory by parcel post or express in Western Zone are F.O.B. factory, customer paying mail or express charges. Shipments to Western Zone from District Warehouse Stocks are F.O.B. warehouse price being F.O.B. factory plus 5% with no allowance for freight, mail or express from Warehouse.

ORIGINAL FILING TUBING

Price List per Foot - Round Tubing

	-					•														4		0		de	
		5/8"	\$2.83	3.02	3.22	3.41	3.60	3.80	3.99	4.19	4.38									anufac		Inside		" Inside	
		9/16"	\$2.39	2.57	2.75	2.92	3.09	3.27	3.45	3.62	3.80				nen	1	-	1	1	nder m		n 1/8"		er 3/8	
### Wall Thickness 1/16 3/32 1/8 5/32 3/16 7/32 1/8 \$.35 \$.40		1/2"				2.47	2.63	2.78	2.94	3.10	3.25	small			ij	15	ଧ	25	30					ade und	wall.
### Wall Thickness 1/16 3/32 1/8 5/32 3/16 7/32 1/8 \$.35 \$.40		1/16"	\$1 . 65	1.78	1.92	5.06	• [2.33	2.47	2°60	2.74				nvass	- 15%	- 15%	- 15%		iameter	only.	d small			1/16" wa
### Wall Thickness 1/16 3/32 1/8 5/32 3/16 7/32 1/8 \$.35 \$.40			32	1.4	1.55	1.67	1.79			13	2.26					50	25	200		side D	ngths	acture		Tubes	
### Wall Thickness 1/16 3/32 1/8 5/32 3/16 7/32 1/8 \$.35 \$.40		191/9	\$1.05	1.15	1.25	1.35	1.44	1.54	1.63	•	1.83	1.1										s manuf		Canvas	Diameter nor under
Wall Thickne Wall Thickne 1/16" 3/22" 1/8" 5/32" 3/16" 7/32" 3/16" 7/32" 3/16" 7/32" 3/16" 7/32" 3/16" 7/32" 3/16" 7/32" 3/16" 7/32" 3/16"	U	-t-/			.97	1.06	1.1^{4}	1.21	1.29	1.37	1.46	iamete									red in		iameto	oulded	iamete:
1/16" 3/32" 1/8" 5/32" 3/16" \$.35 \$.40	ni cknes	1/32"		.78	85	-92	66.	90*1	L.13	1.20	L.27			COUNTS	XX (Mou						ם	A	H	Ä	Н
1/16" 3/32" 1/8" 5/35 \$.35 \$.40 .46 3.57 .37 .43 .50 .55 .41 .49 .58 .67 .45 .55 .67 .79 .47 .58 .71 .84 .49 .61 .75 .80 .52 .64 .79 .91 is is an incomplete sample crements up to 8 inches.) crements up to 8 inches.) colors and grades may be mined by quantity ordered sample of second ordered ordered sample of second ordered ordered sample of second ordered ord	1	116"			.74	08.	98.				10	the		DIS	×	15%	15%	15%		ogated			ter.	ang-	
1/16" 3/32" 1/8" \$.35 \$.40 .46 .37 .45 .50 .49 .58 .67 .45 .55 .67 .47 .58 .71 .49 .61 .75 .52 .64 .79 is is an incomplete crements up to 8 inc colors and grades ma mined by quantity or made under 7/16" ins SECTION that is Sun		3211 3	53	58	63	<u>89</u>	1 ,	79	178	89 1	94]e			Grade	- 45 -	55 -	99:							take
1/16" 3 \$.35 \$.37 .39 .41 .45 .45 .49 .52 .52 .60 .52 .60 .60 .60 .60 .60 .60 .60 .60		15		-			63	. 29	77.	.75	. 79	ete.						•		1				Square,	Section,
1/16" 3 \$.35 \$.37 .39 .41 .45 .45 .49 .52 .52 .60 .52 .60 .60 .60 .60 .60 .60 .60 .60		32" 1	. 04	43	45	64	52,	55	58	61	6 5	ncompl	to &				:	•	•	grade	uantit		7/16"	at is,	
1/32" 1/1 3.34 \$.35 .35 .36 .38 .39 .40 .41 .42 .43 .43 .43 .44 .45 .45 .45 .45 .46 .41 .45 .45 .46 .41 .46 .41 .47 .48 .48 .48 .48 .49 .49 .40 .41 .40 .41 .40 .41 .40 .41 .40 .41 .40 .40 .40 .40 .40 .40 .40 .40		7/2	35 8	37	.39	E.	.43	45	, T+7	. 49	52	an -	ents u					•	•	rs and	ed by o	•	under	PION th	her Spe
feet feet feet feet feet feet feet feet			÷		,,,,	100	•		•	01	2	(This i	ıncren			set	•	t .	ver	s, cold	termine	ne.	ot made	AL SECT	ular, Oval or any other Special
		1/38	3.3	35.	.36	38	2,00	77.	7.	3η.	<u>+</u>					n 50 fe	9 feet	to 499 feet	and or	t size	is de	one tin	UBES no	SPECI	al or
Inside 1,16 3.34 3,16 3.34 3,16 3.35 1,4 3.35 1,4 3.35 1,6 3.36 1,2 41 5,8 41 5,8 41 5,8 41 1,2 41 1,2 41 1,2 41 1,2 41 1,2 42 1,2 42 1,2 43 1,2 50 1,2 66 1,2	ر د د د د د د د د د د د د د د د د د د د	Instac	1/1611	1/4"	5/16"	3/811	7/16"	1/2"	9/16"	5/8"	1/16"					ss tha	to 19	0 to 1	O feet	fferen	scount	nt at	TIED T	BES OF	ar, Ov

CUT TO LENGTH, GRADE XX, X AND UF ONLY. STANDARD LENGTHS Tubes are furnished in random lengths of 18" and 37".

same List of Round Tubes of same Inside periphery plus 10%. Subject to quantity discounts as above.

2" long and over 10% additional 20% additional Under 1" to 1/2" inc. 50% additional 1/2" % 1/4" inc. 50% additional Under 1/4" long 100% additional

Cutting charges on Canvas and Linen Tweing furnished on request. Minimum Charge for any one order \$1.00. TERMS AND DELIVERY: Same as on Cots. APPENDIX A, PART 13a

NON-RENEWABLE PLIG FUSES

Chronological Record of Price

Filings by Compenies

CHRONOLOGICAL RECORD OF THE NOV-RENEWABLE PLUG FUSES

SUB-DIVISION OF THE ELECTRICAL MANUFACTURING INDUSTRY

COMPANY #1

Original Filing.

Price List.

Blue Ribbon Plug Fuses.

Trade Prices. -

Standard Sizes per C. 2.75
Sub-Standard " " 3.00
Special Sizes " " 3.00 plus a set up charge

of \$2.50 on each special size on each shipment.

Terms: 2% cash, 10th proximo. FOB sellers warehouse. ...

To Large Buyers

. Dealers, Central Stations and others on shipments of

2,000 fuses and over.

\$25.25 ° Standard Sizer per M

27.78

Sub-Standard Sizes " " Special Sizes " " 27.78 plus a set-up charge

of \$2.50 on each special size on each shipment.

Terms and Deliveries: Same as above.

To Extra Large Buyers

Central Stations and Manufacturers of fused appliances;, on shipments of 5,000 fuses and over, direct from factory.

\$23.20 Standard Sizes per M 11 11 25, 50 Sub-Standard "

Special Sizes " " 25.50 plus a set up charge

of \$2.50 on each special size on each shipment.

Terms: 2% cash, 10th proximo.

Delivery: Transportation charge (cheapest way) allowed

to any point.

To United States Government

On an individual class or order definitely specifying \$300 or more net value of links or fuses of any type - delivered anywhere.

Standard Sizes per M \$22.00 Sub-Standard " " 24.20 Special Sizes " " 24.20 plus a set-up charge of \$2.00 on each special size on each shipment.

Terms. Cash discount must not be taken into consideration in quoting net prices but bid may state it will be allowed if payment is made within ten days from receipt of goods.

To Wholesalers Standard Sizes - Less than \$15.00 net per M \$26.50 \$15.00 to \$40.00 net " " \$40.00 Net and over " " 24. 25 22.00 Sub-Standard Sizes-Less than 15.00 net per M 29.15 H II \$15.00 to \$40.00 net 26.68 \$40.00 net and over tt it 24.20 # 11 Special Sizes 24.20 plus a set-up charge of \$2.00 on each special size on each shipment.

Terms. 26 cash 1)th proximo, net 25 proximo. Minimum charge \$1.00.

Delivery: Transportation charges (cheapest way) allowed on any quantity.

To Wholesciers in the Metropolitan M.Y. District. Standard Sizes - Less than \$15.00 net per M \$26.50 \$15.00 net and over 22.00 11 11 Less than \$15.00 net " " \$15.00 net and over " " Sub-Stand. " 29.15 Other prices, terms etc. as above, same as wholesalers.

> To Retail Merchangising Concorns Owning-20 or more Retail Stores.

On shipments, warehouses, same as shown for wholesalers.

On shipments to stores - any quantity.

On shipments to stores
Stendard Sizes per M \$23.10
Sub-Stand " " 25.41

Sub-Stand. " " " 25.41
Special Sizes " " 25.41 plus a set-up charge of \$2.00 on each special size on each shipment.

Terms; and delivery - same as wholeselers.

January 12, 1934 1934.

Per Supervisory Agency.

Prices on unapproved plug fuses packed five to a box \$16.00 per M FOB factory.

Terms: 2% 1) days net 3. days. Freight allowed on 2,00 fuses or more.

Reduction in prices of unapproved plug fuses packed 5 to a box \$14.50 per M.

Freight allowed on 100 lbs.

June 12, 1934...... Effective June 22, 1934.

Further reduction of prices of unapproved plug fuses packed 5 to a box, \$13.75 per M.

FOB factory.

Terms- 2 % 19 days net 30 days.

July 31, 1934...... Effective August 19, 1934.

Prices on special plug fuses. Standard Sizes \$32.00 per M. . Terms - 2% 10th proximo, 60 days net. FOB factory, with freight allowance on shipments weighing 100 lbs. or more.

Coincident Filing to meet # 14.

Further reduction in non-renewable plug fuses (non-approved), packed 5 to a box \$12.75 per M; packed 50 to a box \$12.51 per M, Terms - 2%10th proximo. FOB factory.

COMPANY.#8

October 24, 1933...... Effective October 25, 1933. Original Filing. Per Supervisory Agency.

Trace Prices.

Standard Sizes each \$.05

Sub-Stand. " " .033
Special " " .033 plus a set-up charge of \$2.50 on each special size on each shipment.

Terms - 2% cash 10th proximo. FOB sellers warehouse.

To Large Buyers Dealers, Central Stations and others on shipments of 2,000 fuses 9822

COMPANY #8 (Continued)

and over.

 Standard Sizes
 per M
 \$27.50

 Sub-Stand. " " " 30.25

 Special " " " 30.25 plus a special charge of \$2.51

 on each special size on each shipment.

Terms and Delivery-same as to trade.

To Extra Large Buyers

Central Stations and Manufacturers of fused appliances, on shipments of 5,000 fuses and over, direct from factory.

Standard Sizes per M \$25.25 U B 27.78

Sub-Stand. "
Special " tt t1 27.78 plus set--up charge of 2.5 on each special size on each shipment.

Terms, 2% cash 1 th proximo.

Delive y Transportation charges (cheapest way) allowed to any point.

To U. S. Government

On an individual class or order definitely specifying \$20 or more net value of links or fuses of any type - delivered anywhere.

Standard Sizes per M 524.00

Sub-Stand. " " " 26.40
Special Sizes " " 26.40 plus a set-up charge of \$2.00 on each special size on each snipment.

Terms. Cash discount must not be taken into consideration in quoting net prices but bid may state it will be allowed if payment is made within ten days from receipt of goods.

To Wholesalers

Standard Sizes, less than \$15.00 net per M \$15.00 to \$48.00 net "" 48.00 net or over "" \$29. 26.5 24.00 11 11 Sub-Stand. " less than \$15.00 net 31.90 tt it \$15.00 to \$48.00 net 29.15 48.0 net or over 26, 40 11 11 Special Sizes 26.4 plus set-up

charge of \$2.00 on each special size on each shipment.

Terms. 2 cash 10th proximo net 25 proximo. Minimum charge \$1.00.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

To Retail Merchandising Concerns

Cwning 2J or more Retail Stores

On shipment to warehouses, same as shown for Wholesalers.

On shipments to Stores, any quantity.

Standard Sizes per M \$25.20
Sub-Stand. " " 57.72
Special Sizes " " 27.72 plus a set-up clarge of 2.3

on each special size on each shipment.

Terms and delivery. Same as to whole alers.

July 21, 1934..... Effective July 31, 1934.

Prices on standard plug fuses \$22.00 per M.

Terms - 2% 10th proximo, 60 days net.

FOB factory, freight allowed on shipments weighing 100 lbs. or over.

August 10, 1934...... Effective August 20, 1934.

Prices on Standard size class fuses.

To all buyers not specifically mentioned, each \$.03.

On shipments of 1,000 fuses and over per M, \$27.50

Delivery. Delivered metropolitan area electrical jobbing point cities.

To Central Stations manufacturers of fused appliances, city, state and government institutions same as buyers not specifically mentioned except on shipments of 2,500 fuses and over direct from factory per thousand \$25.25.

Delivery. Transportation charges (cheapest way) allowed to any point.

To wholesalers

Not less than 1,000 per thousand \$24.00
Delivery. Transportation charges (cheapest way) on any quantity.
To Concerns Whose Principal Business is
Retailing of Merchandise, Owning 20 or More
Stores.

On shipments to warehouse, same as shown for wholesalers. On shipments to Stores per thousand \$25.20.

Delivery. Same as wholesalers. Terms. 2% cash 10th proximo, net 60 days.

Original Filing.

Prices Standard, Sub-Standard and Special Sizes to Trade.

Standard Sizes each \$.03

.033

Sub-Stand. " "
Special " " .033 plus a set-up charge of \$2.50 on each special size on each shipment.

Terms- 2% cash 10th oroximo. Shipment FOB sellers warehouse.

To Large Buyers.

Dealers, Central Stations and others on shipments of 2,000 fuses and over.

Standard Sizes per M \$27.50 Sub-Stand. " " " " Special " " " 30.25

30.25 plus a set-up charge of \$2.50 on each special size on each shipment.

Terms and delivery. Same as to Trade.

To Extra Large Buyers

Central Stations and manufacturers of fused appliances on shipments of 5,000 fuses and over, direct from factory.

Standard Sizes per M \$25.25

Sub-Stand. " " " 27.78 Special " " " 27.78 plus a set-up charge of \$2.50 on each special size on each shipment.

Terms. 2% cash 10th proximo.

Shipping. Transportation charges (chaspest way) allowed to any point.

To U. S. Government.

On individual class or order definitely specifying \$300 or more net value of links or fuses of any type. Delivered anywhere.

Standard Sizes per M \$26.00

Sub-Stand. " " 26.40 Special " " 26.40 plus a set up charge of \$2.00

on each special size on each shipment.

Terms. Cash discount must not be taken into consideration in quoting net prices but bid may state it will be allowed if payment is made within ten days from receipt of goods.

To Mholesalers

Standard Size less than \$15.00 net per M \$29.00 15.00 to 48.00 net " " 26.50 48.00 net and over " " 24.00 48.00 net and over
Sub-Stand. " Less than 15.00 net " " 31.90

15.00 to 48.00 net " " 29.15 48.00 net and over " " 26.40

CQ...PANY._#9

Special Sizes per M \$26.40 plus a set-up charge of \$2.00 on each special size on each shipment.

Terms. 2% cash, 10th proximo net 25 proximo. Minimum charge \$1.00. Delivery. Transportation charges (cheapest way) allowed on any quantity.

> To Retail Merchandising Concerns Owning 20 or more retail stores.

On shipments to warehouses, same as shown for wholesalers. On shipments to Stores - any quantity, Standard sizes per M. \$25.20 Sub-Stand. " " " 27.72 Special. " 27.72 plus a set-up charge of \$2.00 on each special size on each shipment.

Terms and delivery - same as wholesalers.

Price List. Unapproved Flug Fuses. Standard and Sub-Standard Sizes.

Trade Prices
Standard Size per C \$2.45
Sub-Stand. " " 2.70

Terms. 2% cash 10th proximo... FOB sellers warehouse.

To Large Buyers On shipments of 2,000 fuses and over. Standard Sizes per M. \$22.50 Sub-Stand. " " " 24.75

Terms and delivery as above.

To Wholesalers.

Standard Sizes. Less than \$15.00 net per M. \$23.50

15.00 to 38.00 net " " 21.50

38.00 net and over " " 19.50

Sub-Stand. " Less than \$15.00 net " " 25.85

15.00 to 38.00 net " " 23.65

38.00 net and over " " 21.45

Terms. 2% cash 10th proximo, net 25 proximo. minimum charge - \$1.00.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

Per Supervisory Agency. Price list unapproved plug fuses.

Standard and Sub-Standard Sizes to Trade. Special Sizes Per C \$2.45 Sub-Standard Sizes " " 2.70

Terms. 2% cash 10th proximo. FOB sellers warehouse.

To Large Buyers.

On shipments of 2,000 fuses and over.

Standard Sizes per M. \$19.00 Sub-Stand. " " " 21.00

Terms and deliveries, same as to Trade.

To Wholesalers

Standard Sizes less than \$15.00 net per M. \$20.00

15.00 to 32.00 net " " 18.00 32.00 net and over " " 16.00 Less than \$15.00 net " " 22.00

Sub-Stand. "

15.00 to 32.00 net " " 19.80 32.00 net and over " 17.60

Terms. 2% cash 10th proximo, net 25th proximo.

Linimum charge \$1.00

Delivery. Transportation charges (cheapest way) allowed on any quantity.

Prices on unapproved plug fuses. . .

Standard and Sub-Standard sizes.

Trade Prices.

To all buyers not specifically mentioned,

Standard sizes per C \$2.45 Sub-Stand. " " " 2.70

On shipments of 2,000 fuses and over.

Standard sizes per M. 19.00

Sub-Stand. " " 11 11 21.00

Delivery. Delivered metropolitan area electrical joboing point cities.

To Extra Large Buyers

Central Stations, manufacturers of fused appliances, cities,

State, and Government institutions.

On shipments of 5,000 fuses and over, direct from factory.

Standard sizes per M. \$18.00

Sub-Stand. " " " 20.00

Delivery. Transportation charges (cheapest way) allowed to any point.

To Tholesalers

Standard Sizes: Less than \$15.00 net one shipment \$20.00 per M.

\$15.00 to 48.00 net " " 18.00 " " 48.00 net and over " " 16.00 " "

Sub-Standard Sizes. Less than \$15.00 net one shipment \$22.00 per M. 15.00 to 48.00 net " 19.80 48.00 net and over " 17.60

Minimum charge \$1.00.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

To Concerns Engaged Exclusively in Merchandising Owning 20 or more stores.

Same as shown for wholesalers.

Terms. 2% cash 10th proximo, net 25 proximo, except that State, City or Government institutions will be allowed 2% cash discount if payment is made within 10 days of receipt of goods.

August 1, 1934 Effective August 11, 1934.

Prices on plug fuses to all buyers not specifically mentioned.

Standard Sizes each \$.03

Sub-Stand. " each .033

Special " each .033 plus a set-up charge of \$2.50 on each special size on each shipment.

On shipments of 2,000 fuses and over -

Standard Sizes per M \$27.50

Sub-Stand. " " 30.25

Special " " " 30.25 plus a set-up charge of \$2.50

on each special size on each shipment.

Delivery. Delivered metropolitan area electrical jobbing point cities.

To Central Stations, Manufacturers of Fused Appliances, City, State and Government institutions.

As above except on shipments of 5,000 fuses and over, direct from factory.

Standard Sizes per M \$25.25

Sub-Stand. " " " 27.78

Special " " " 27.78 plus a set-up charge of \$2.50 on each special size on each shipment.

Delivery. Transportation charges (cheapest way) allowed to any point.

To Wholesalers

Wholesaler prices will be granted to any organization which generally performs the recognized functions of wholesaler, which maintains a regularly established place of business which carries a stock of merchandise and is regularly engaged in the reselling of such material to retailers contractors, central stations and/or to users of the institutional, commercial or industrial type.

Standard Sizes .per M \$29.00 Less than \$15.00 net \$15.00 to \$48.00 net 11 11 26.50 48.00 net and over 11 11 24.00 Substandard Sizes .-Less than \$15.00 net per M \$31.90 \$15.00 to 48.00 net 11 31 26.50 11 11 \$48.00 net and over 24.00

Special Sizes per M \$26.40 plus a set-up charge of \$2.00 on each special size on each shipment.

Minimum charge. \$1.00.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

> To Concerns Whose Principal Business is Retailing of Merchandise Owning 20 or more stores.

On shipments to warehouses, same as shown for wholesalers.

On shipments to stores.

Standard Sizes per M. 25.20

Sub-Stand. " " " 27.72 Special " " " 27.72 plus a set-up charge of \$2.00 on

each special size on each shipment.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

Terms. 2% cash 10th proximo net 25 proximo except that State, City or Government Institutions will be allowed 2% cash discount if payment is made within 10 days of receipt of goods.

.. . COMPANY #11

Prices of standard, sub-standard and special sizes plug fuses.

Trade Prices.

Standard Sizes per C \$ 2.75

Sub-Stand. " " " 3.00 Special " " " 3.00 plus a set-up charge of \$2.50

on each special size on each shipment.

Terms. 2% cash 10th proximo.

FOB sellers' warehouse.

To Large Buyers

Dealers; Central Stations and others on shipments of 2,000 fuses and over.

Standard Sizes per M. \$ 25.25

Sub-Stand. " " " 27.78
Special " " " 27.78 plus a set-up charge of \$2.50 on each special size on each shipment. Terms and delivery as above.

To Extra Large Buyers.

Central Stations and Manufacturers of fused appliances on shipments of 5,000 fuses and over direct from factory.

Standard sizes per M \$23.20 Sub-Stand. " " " 25.50

Special sizes per M \$25.50 plus a set_up charge of \$2.50 on each special size on each shipment.

Terms. 2% cash 10th proximo.

Delivery. Transportation charges (cheapest way) allowed to any point.

To U.S. Government

On an individual class or order definitely specifying \$300 or more net value of links or fuses of any type and delivered anywhere.

Standard sizes per M \$22.00

Sub-Stand. " " " 24.20 Special " " " 24.20 plus a set-up charge of \$2.00 on each special size on each shipment.

Terms. Cash discount must not be taken into consideration in quoting net prices but bid may state it will be allowed if payment is made within ten days from receipt of goods.

Standard sizes-

Less than \$15.00 net per M \$26.50 \$40.00 to \$40.00 net " " 24.25 \$40.00 net and over " " 22.00

Sub-Stand. Sizes-

Less than \$15.00 net " " 29.15 \$15.00 to \$40.00 net " " 26.68 \$40.00 net and over " " 24.20

11 11 24.20 plus a Special Sizes

set-up charge of \$2.00 on each special size on each shipment.

Terms. 2% cash 10th proximo net 25 proximo.

Minimum charge \$1.00.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

To Wholesalers in the N.Y. Metropolitan District.

Standard Sizes.-

Less than \$15.00 net per M \$26.50 \$15.00 net and over " " 22.00 Sub-Standard " Less than \$15.00 net " 29.15 \$15.00 net and over " 24.20 Other prices, terms etc. as above.

> To Retail Merchandising Concerns Owning 20 or more Retail, Stores.

On shipments to warehouses, same as shown for wholesalers.

On shipments to stores and any quantity.

Standard sizes per M \$23.10

Sub-Stand. " " " 25.41 Special " " " 25.41 plus a set-up charge of \$2.00 on

each special size on each shipment.

Terms and Delivery. Same as wholesalers.

March 29, 1934...... Effective April 9, 1934.

Prices to United States Government on an individual class or order definitely specifying \$200 or more net value of links or fuses of any type - delivered anywhere -

Standard Sizes per M \$22.00

Sub-Stand. " M 24.20

Special " ". ". 24.20 plus a set up charge of \$2.00

on each special size on each shipment.

Specifying \$50.50 or less - use trade prices.

Between \$50.50 and \$116 - prices to large buyers.

Between \$116 and \$300 - prices to extra large buyers.

Specifying \$300 - as above.

June 20, 1934..... Effective June 30, 1934.

Restatement of filing effective September 26, 1933 without change. Note: Divided into metropolitan New York district and these outside of metropolitan New York district.

August 19, 1934..... Effective August 27, 1934.

Restatement without change of filing effective June 30.

October 18, 1934..... Effective October 29, 1934.

Giving courtesy discount to other manufacturers of fuses without stating amount of discount.

COMPANY #14

September 26, 1933..... Effective September 26,193

Prices on standard and sub-standard sizes of plug fuses.

To Trade

Standard Sizes per C \$2.75

Sub-Stand. " " " 3.00

Terms. 2% cash 10th proximo.

FOB sellers warehouses.

To Large Buyers

Dealers, Central Stations and others on a ipment of 2,000 fuses and over.

Standard Sizes per M \$25.25

Sub-Stand. " " " 27.78

Terms and delivery, same as to trade.

To Extra Large Buyers

Central Stations and Manufacturers of fused appliances on shipments of 5,000 fuses and over direct from factory.

Standard size: per M \$23.20

Sub-Stand. " " M 25.50

Terms. 2% cash 10th proximo. Delivery. Transportation charges (cheapest way) allowed to any point.

To U. S. Government -

On an individual class or order definitely specifying \$300 or more net value of links or fuses of any type - delivered anywhere-

Standard sizes per M \$22.80 Sub-Stand. " 11 11 24.20

Terms. Cash discounts must not be taken into consideration in quoting net prices but bid may state it will be allowed if payment is made within ten days from receipt of goods to wholesalers. Standard Sizes-

> Less than \$15.00 net . per M \$26.50 \$15.00 to \$40.00 net " " 24.25 \$40.00 net and over " 22.00 izes -

Sub-Standard Sizes -

Less than \$15.00 net " " 29.15 \$15.00 to \$40.00 net " " 26.68 \$40.00 net and over " " 24.20

Terms. 2% cash 10th proximo, net 25 proximo.

Minimum charge \$1.00.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

To Wholesaler in the N. Y. Metropolitan District. Standard Sizes-

\$26.50 Less than \$15.00 net per M \$15.00 net and over " " 22.00 Sub-Stand. " Less than \$15.00 net " " 29.15 \$15.00 net and over " " 24.20

Other prices, terms etc., same as wholesalers.

To Retail Merchandising Concerns Owning 20 or More Retail Stores.

On shipments to warehouses, same as shown to wholesalers.

On shipments to stores - any quantity.

Standard Sizes per M \$23.10 Sub-Stand. " " " 25.41

Terms and delivery, same as to wholesalers.

Unapproved plugs made only in standard sizes to wholesalers.

\$2,000 and over \$19.50 per M 800 and over 21.50 " " 23.50 " " Less

To Retail Merchandising Concerns Owning 20 or More Stores.

To warehouse shipment, same as wholesalers. To individual stores \$20.45 a thousand.

> To Large Buyers 2,000 and over \$22.50 a thousand

-879-COMPANY #14

Terms. 2% cash 10th proximo net 25 proximo.

Pelivery. Fransportation charges (freight) allowed on any quantity.

Additions to prices effective September 26, 1933. Prices to competitive manufacturers. Wholesalers price less 20%.

January 3, 1934..... Effective January 13, 1934.

Prices on unapproved plug fuses packed 5 to a box \$14.50 per M. packed 50 " " 14.00 " " FOB factory 2% 10 days 30 days net.

June 1, 1934...... Effective June 11, 1934.

Prices on unapproved plug fuses packed 5 to a box \$13.75 per M. packed 50 " " 13.50 " "

Terms. 2% 10th proximo. FOB factory.

July 13, 1934...... Effective July 23, 1934.

Prices on new approved type plug fuses \$22.00 per M. Terms. 2% 10th proximo.

Prices on unapproved plug fuses packed 5 to a box \$12.75 per M. packed 50 " " 12.50 " "

COLPANY #15

September 25, 1933...... Effective September 26, 1933.

Prices on standard, sub-standard and special sizes plug fuses.

. To Trade.

Standard Sizes each \$.03 .

Sub-Stand. " .033

Special " 033 plus a set up charge of \$2.50 on each special size on each shipment.

. Yr Terms. 2% cash 10th proximo.

"FOB sellers warehouse.

To Large Buyers

Dealers, Central Stations and others on shipments of 2000 and over.

Standard Sizes per M \$27.50

Sub-Stand. " " 30.25 Special " " 30.25 plus a set up charge of \$2.50

on each special size on each shipment.

Terms and delivery as above.

The first of the second of the To Extra Large Buyers

Central Stations and manufacturers of fused appliances on shipments of 5000 fuses and over direct from factory.

Standard Sizes per M \$25.25

each special size on each shipment.

Terms. 2% cash 10th proximo.

Delivery. Transportation charges (cheapest way) allowed to any point.

To U.S. Govt.

On an individual class or order definitely specifying \$300 or more net value of links or fuses of any type .- Delivered anywhere.

Standard Sizes per M \$24.00

Sub-Stand. " 11 11 26.40

Special " " " 26.40 plus a set up charge of \$2.00 on each special size on each shipment.

Terms. Cash discount must not be taken into consideration in quoting net prices but bid may state it will be allowed if payment is made within ten days from receipt of goods.

To Wholesalers

Standard Sizes - Less than \$15.00 net per M \$29.00 \$15.00 to \$48.00 net " 26.50 \$48.00 net and over " 24.00

To The lead ers (continued)

STITE STORMER BEKERS

Less than \$15.00 net per M \$31.90 29.15 \$15.00 to \$48.00 net 11 26.40 \$48.00 net and over

11 11 26.40 plus a set Special Sizes up charge of \$2.00 on each special size on each shipment.

Terms. 2% cash 10th proximo net 25 proximo.

Minimum charge \$1.00

Delivery. Transportation charges (cheapest way) allowed on any quantity.

> To Retail Merchandising Concerns Owning 20 or More Retail Stores.

On shipments to warehouses, same as shown for wholesalers.

On shipments to Stores - any quantity. per M \$25.20 Standard Sizes

Sub-Stand. " 27.72

11 11 27.72 plus a set up charge of \$2.00 on Special each special size on each shipment.

Terms and delivery, same as wholesalers.

October 16, 1933..... Effective October 26, 1933.

Prices on standard, sub-standard and special size plug fuses, same as filing effective September 26, 1933, except - assortment of all classes of fuses, fuse clips, etc. (except renewable fuses and/cr renewable links for same) as permitted to obtain quantity prices.

August 8, 1934..... 1934.

Coincident filing to meet # Company. Prices on standard, sub-standard and special sizes plug fuses, same as filing effective october 26, 1933, except prices to U.S. Govt. withdrawn/ U.S. Govt. in either trade, large buyer or extra large buyer class depending upon quantity of fuses purchased.

Prices on standard size fuses. Trade Prices per C \$2.40; to large buyers on shipment of 2,000 fuses and over 22.00 per M.

To Wholesalers. Less than \$15.00 net per M. \$23.00 \$15.00 to \$38.00 net " " 21.00 \$38.00 net and over " " 19.00

To Retail Merchandising Concerns Owning 20 or More Retail Stores On shipments to warehouses, same as wholesalers. On shipments to Stores (Any quantity) per M \$19.95; to Carter - Oliver and Biddle, same as shown for wholesalers. Bakelite Plug fuses. Add 50¢ per M. additional. Terms. 2% 10th proximo, net 30 FOB sellers warehouse.

The state of the state of the state of the state of

Statement that "we reserve the right to sell competing manufacturers in the wiring device branch of the industry, at our net prices less a courtesy discount not to exceed 25%.

August 21, 1934 Effective August 31,1934.

Prices on unapproved plug fuses. Porcelain fuses packed 5 to a box \$13.75 per M.

Porcelain fuses packed 50 to a box \$13.50 per M. Bakelite fuses packed 5 to a box \$14.50 " " " 14.00 " " 17.00"

Terms. 2% 10 days net 40. , FOB factory.

Prices on unapproved plug fuses-

Porcelain fuses 5 to a box \$12.75 per M. " " 50 " " 12.50 "

Terms and delivery same as filing effective August 22, 1934.

COMPANY #21

January 8, 1934 Effective January 18,1934.

Price List. Standard Size porcelain mica type approved. Porcelain Mica Type unapproved. Glass top unapproved plug fuses.

COMPANY #21 (Continued)

To Wholesaler

Standard Size porcelain mica type approved, packed 5 to a hox \$22 per M.

Glass top unapproved packed 5 to a box \$22 per M.

Porcelain Mica type unapproved packed 50 to a box \$22 per M.

Porcelain Mica top unapproved " 5 " " " 17.75 per M.

To Wholesalers in Metropolitan N.Y.Pistrict.

Porcelain Mica Type approved packed 5 to the box \$22.00 per M
Glass top unapproved "5"" "21.50""

Porcelain Mica top unapproved "50"" "16.75""

Porcelain Mica top unapproved "5"" "17.25""

Terms. 2% 10th proximo net 60 days.

Delivery FOR factory freight allowed to destination.

February 6, 1934 Effective February 16, 1934.

Change in prices from filing effective January 18.

Porcelain mica top unapproved packed 50 to the box \$14.00 per M.

Porcelain mica top unapproved packed 5 to the box 14.50 " "

To Wholesalers in Metropolitan N.Y. District

Prices on-

Porcelain mica top unapproved packed 50 to the box \$14.00 per M. Porcelain mica top unapproved packed 5 to the box 14.50 " " Other prices same as filing effective January 13th.

Terms 2% 10th proximo net 60 days.

Delivery FOB factory with freight allowed on approved type porcelain mica fuses and glass top unapproved fuses to any destination.

No freight allowance to unapproved type porcelain mica fuses.

Prices to Jobbers.
Standard sizesPorcelain mica top

Porcelain mica top unapproved packed 5 to the box \$13.75 per M Porcelain mica " " 50 " " 13.50 " " Glass top unapproved " 5 " " " 21.00 " "

Terms. 2% loth proximo net 60 days.

Pelivery FOP fastory with freight allowance on shipments weighing 100 lbs. and over.

COMPANY #23

Prices on standard, sub-standard and special sizes unapproved plug fuses.

CLMPANY #23 (Continued)

To Trade Standard sizes per C \$2.40 Sub-Stand. " " " 2.65

Special " " " 2.65 plus a set up charge of \$2.50 on each special size on each shipment. Terms. 2% cash 10th provimo. Delivery. FOB sellers warehouses.

To Large Buyers On shipments of 2,000 fuses and over. Standard Sizes per M \$22.00 Sub-Stand. " " " 24.20 Special " " " 24.20 plus a set up charge of \$2,50 on each special size on each shipment. Terms and delivery same as to trade.

To Wholesalers.

Standard sizes-

Less than \$15.00 net per M \$23.00 \$15.00 to \$38.00 net " " 21.00 \$38.00 and over net " " 19.00

Sub-Standard Sizes-

Less than \$15.00 net per M \$25.30 \$15.00 to \$38.00 net " " 23.10 \$38.00 and over " " 20.90

" " 20.90 plus a set up charge Special Sizes of \$2.00 on each special size on each chipment. Terms. 2% cash 10th proximo net 25 proximo. Minimum charge \$1.00.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

> To Retail Merchandising Concerns . Owning 20 or more Retail Stores.

On shipments to warehouses same as shown for wholesalers; on ship-

ments to stores, any quantity.

Standard Sizes per M \$19.95

Sub-Stand. " " 21.95

Special " " 21.95 plus a set up charge of \$2.00 on each special size on each shipment.

Terms and delivery, same as wholesalers,

To Carter-Oliver and Biddle, same as shown for wholesalers.

January 11, 1934 Effective January 21, 1934.

Wholesales orice list unapproved plug fuses. Standard Sizes-

> Lots of 1,000 \$16.00 per M " " 500 13.50 " " " " 100 17.00 " "

Terms. 2% cash 10th proximo net 26 proximo.

Minimum charge \$1.00

Delivery. Transportation charges (Cheapest way) allowed on any quantity.

COMPANY #23 (Continued)

April 27, 1934 Effective May 7, 1934. Prices unapproved plug fuses packed 5 to a box \$14.50 per M FOB factory freight allowed on 100 lbs. or more. Terms. 2% 10 days net 30 days. Prices on unaporoved plug fuses packed 5 to a box \$12.75 per M. COMPANY #24 September 26, 1933 Effective September 26,1933. Prices on standard and sub-standard plug fuses. To Trade Standard sizes each .03 Sub-Stand. " " .033 Terms- 2% cash 10th proximo. Delivery FOB wholesalers warehouse. To Wholesalers Standard Sizes-Less than \$15.00 net \$29.00 per M \$15.00 to \$48.00 net 26.50 " " 24.00 11 11 48.00 net and over Sub-Stand. Sizes Less than \$15.00 net \$31.90 11 \$15.00 to \$48.00 net 29.10 " 24.00 11 48:00 net and over 26.40 " " plus a set up Special Sizes charge of \$2.00 on each special size on each. shipment regardless of quantity order. Terms. 2% 10th proximo net 25 proximo. Delivery FOB factory freight allowed to destination. List prices of plug fuses. Standard size \$.05 each Sub-Stand. " .07 " Trade Prices. Standard Sizes each \$.03 11 11 Sub-Stand " .033 Special .033 plus a set up charge of \$2.50 on each special size on each shipment Terms, 2% Cash 19th Proximo.

Delivery FOB sellers warehouse.

COMPANY #24 (Continued)

To Large Buyers

Dealers, Central Stations and others on shipments of 2,000 fuses and over.

Standard sizes per M \$27.50 Sub-Stand. " " " 30.25

Special " " " 30.25 plus a set up charge of \$2.50.00 each special size on each shipment.

Terms and delivery as above.

To Extra Large Buyers

Central Stations and Manufacturers of fused appliances on shipments of 5000 fuses and over direct from factory.

Standard Sizes per M \$25.25 Sub-Stand. " " " 27,78

Special " " " 27.78 plus a set up charge of \$2.50 on each special size on each shipment.

Terms. 2% cash 10th proximo.

Delivery. Transportation charges (cheapest way) allowed to any point.

To U.S. Government

On an individual class or order definitely specifying \$300 or more net value of links or fuses of any type.

Delivered anywhere.

Standard Sizes per M \$24.00 Sub-Stand. " " M 26.40

Special " per M 26.40 plus a set up charge of \$2.00 on each special size on each shipment,

Terms. Cash discount must not be taken into consideration in quoting net prices but bid may state it will be allowed if payment is made within ten days from receipt of goods.

To Wholesalers

Standard Sizes-

Less than \$15.00 net per M \$29.00

\$15,00 to \$48.00 net " " 26.50

\$48,00 net and over " " 24.00] Sub-Standard " Less than \$15,00 net " " 31.90

\$15.00 to \$48.00 net " " 29.10

\$48.00 net and over " " 26.40

Special Sizes " " 26.40 plus a set up charge

of \$2,00 on each special size on each shipment.

Terms. 2% cash loth proximo net 25 proximo.

Minimum charge \$1.00.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

CCMPANY #24 (Continued)

To Retail Merchandising Concerns owning 20 or more Retail Stores.

On shipments to warehouses same as shown to wholesalers.

On shipments to stores any quantity-

Standard Sizes \$25.20 per M

Sub-Stand. " 27.72 " !

Special " 27.72 " " plus a set up charge of \$2.00 on each

special size on each shipment.

Terms and delivery same as to wholesalers.

March 19, 1934 Effective April 2, 1934.

Dated effective April 2, 1934.

Price List.

Same as price list effective March 15 except that prices to U.S. Government omitted. U.S. Government prices offered trade, large buyers or extra large buyers, prices depending upon quantity purchases.

July 9, 1934 Effective July 19, 1934.

Price List.

Essentially the same as filing effective April 2, 1934 except terms-2% cash 10th proximo net 25 proximo, except that municipal state or federal government will be allowed 2% cash discount if payment is made within ten days of receipt of goods and except delivery to trade and large buyers is as follows:

Delivered metropolitan area electrical jobbing point cities.

August 10, 1934 Effective August 20, 1934.

Price list identical with price list effective July 19, 1934.

COLPANY #25

Prices on standard, sub-standard and special size fuses.

Outside of New York metropolitan district.

Trade Prices .-

Standard Sizes per C \$2.85

Sub-Stand. " " " 3.15 Special Sizes " " 3.15 plus a set up charge of \$2.50 on

each special size on each shipment.

Terms. 2% cash 10th proximo.

FOB sellers warehouses.

Dealers, central stations and others on shipments of 2,000 fuses SAME OF LOWING WILLIAM CO. and over-

40,2

and over—
Standard Sizes per M \$26.50

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COMPANY #25 (Cont'd)

Sub-Standard Sizes per M \$29.15 Special " " 29.15 plus a set up charge of \$2.5 on each special size on each shipment.

To Extra Large Buyers

Central Stations and manufacturers of fusec appliances on shipments of 5,000 fuses and over, direct from factory-

 Standard sizes
 per M
 \$24.25

 Sub-Stand.
 " " 26.70

Special " " 26.70 plus a set up charge of \$2.50

on each special size on each shipment.

Terms. 25 cash loth proximo.

Delivery. Transportation charges (cheapest way) allowed to any point.

To U. S. Government

On an individual class or order definitely specifying \$300 or more net value of links or fuses of any type - delivered anywhere.

Standard sizes per M \$22. 0 Sub-Stand. " " " 24.20

Special " " 24.20 plus a set up charge of \$2.00

on each special size on each shipment.

Terms. Cash discounts must not be taken into consideration in quoting net prices but bid may state it will be allowed if payment is made within ten cays from receipt of goods.

To Wholesalers

Standard sizes-

Less than 15. Front 28. For M 15.0 to 41.0 for met 35.50 " " \$40.00 net and over 23.00 " "

Sub-Stand. Sizes-

Less than \$15. Per M \$15.00 to \$40.00 net 28.05 " " \$40.00 net and over 25.30 " "

Special Sizes 25.30 " " plus a set up

charge of \$2.00 on each special size on each shipment

Terms. 2 cash 10th proximo net 25 proximo.

Minimum charge 51.00.

Delivery. Transportation (cheapest way) allowed on any quantity.

To Retail Merchandising Concerns Owning 20 or more retail stores.

On shipments to warehouses same as shown for wholesalers. On shipments to stores - any quantity. Standard Sizes \$24.15 per M.

Sub-Stand. " 26.57 " "

Special Sizes \$26.57 per M plus a set up charge of \$2.00 on each special size on each shipment. Terms and delivery, same as wholesalers.

For Metropolitan New York District Only.

Trade prices.

Standard Sizes per C \$2.75

Sub-Stand. " " " \$3.00 Special " " " 3.00 plus a set up charge of \$2.50

on each special size on each shipment.

Terms. 2% cash 10th proxime.

FOB sellers warehouses.

To Large Buyers

Standard sizes per M \$25.25

Sub Stand. " " 27.28
Special sizes " " 27.78 plus a set up charge of \$2.50 on each special size on each shipment.

Terms and delivery same as to trade.

To Extra Large Buyers

Standard sizes | \$23.20 per M

Sub-Stand. " 25.50 " " Special " 25.50 " " plus a set up char e of \$2.50

on each special size on each shipment.

Terms. % cash loth prexime.

Delivery. Transportation charges (charpest way) allowed to any point.

To U. S. Government

Same as outside of New York Metropolitan District.

To Wholesalers

Standard sizes-

Less than \$15.00 net per M \$26.50

\$15.00 net and over " " 22.00 sub-Stand. " Less than \$15.00 net " " 29.15

\$15.00 net and over " " 24.20

Special " 24.80 plus a

set up charge of \$2.00 on each special size on each shipment. Terms. 2% cash 10th proximo net 25 proximo.

Minimum charge \$1.00.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

To Retail Merchandising Concerns

Owning 20 or More Retail Stores. On shipments to warehouses same as wholesalers.

On shipments to stores any quantity.

Standard sizes per M \$23.10

Sub-Stand. " " " 25.41
Special " " " 25.41 plus a set up charge of

\$2.00 on each special size on each shipment.

Terms and delivery, same as wholesalers.

COMPANY #25 (contid)

Combination Price to Wholesalers

October 16, 1933 ---- No effective date shown.

Statement that non-renewable fuses, plug fuses, old code fuse, special fuses indicating fuses, fuse wire, fuse ribben, fuse plugs and fuse clips can be assorted to obtain quantity prices on all items.

January 17, 1934 Effective January 27, 1934.

Prices on mica type porcelain unapproved fuse plugs packed 5 to a box \$16.00 per M.- Packed 50 to a box, \$15.50 per M. Terms. 25 10th proximo net 25 proximo.

Delivered free in New York Metropolitan District, FOB New York for delivery outside the metropolitan New York District.

May 28, 1934 Effective June 7, 1934.

Prices on plug fuses same as prices effective September 26, 1933 except for metropolitan New York district only.

Standard sizes to Wholesalers-

Less than \$15.00 net per M \$26.50 \$15.00 to \$44.00 net " " 24.25

5.4.00 net and over " " 22.00

Sub-Stand. Sizes-

Less than \$15.00 net " " 29.15 \$15.00 to \$44.00 net " " 26.68 \$44.00 net and over " " 24.20

Standard Sizes : 15.00 net and over per M. \$22.00 Sub Standard ! 15.00 " " " " " 24.20 Minimum charge \$1.00

Outside of New York Metropolitan District
Trade Prices

Standard Sizes each \$.03 Sub-Stand. " " .033

Special " " .033 plus a set up charge

of \$2.50 on each special size on each shipment.

Terms to both metropolitan New York District and outside. 2% cash discount if payment is made within ten days of receipt of goods.

August 3, 1934...... Effective August 13, 1934.

Price list same as price list effective June 7th excepting trade and large buyers.

Delivery. Delivered metropolitan area electrical jobbing point cities.

May 15, 1934..... Effective May 25, 1934.

Price list non-approved fuse plugs, lots 2,000 or more to. wholesalers \$18.00 per M.

Delivery. Delivered 2% cash 10th proximo net 30 days.

COMPANY #26

October 9, 1933......Effective date not given.

Prices on unapproved plug fuses.

Standard and sub-standard sizes.

Prices.

Standard Sizes per C \$2.45 Sub-Stand. " " " 2.70

Terms. 2% cash 10th proximo.

Delivery. FOB sellers warehouses.

To Large Buyers

Shipments of 2,000 fuses and over.

Standard sizes per M. \$22.50

Sub-Stand. " " " 24.75

.. To Wholesalers ..

Standard sizes-

Less than \$15.00 net per M. \$23.50

\$15.00 to \$30.00 net " " 21.50 \$38.00 net and over " " 19.50

Sub-Stand. " Less than \$15.00 net " " 25.85

\$15.00 to \$38.00 net " " 23.65

. \$38.00 net and over " " 21.45

Terms. 2% cash 10th proximo net 25 proximo

Delivery. Charges for transportation allowed, shipped cheapest way.

List prices on safety plug fuses.

Standard Sizes-

Less than \$15.00 net per M \$58.94

\$15.00 to 40.00 " " " 53.68

\$40.00 net and over " " 48.40

Less than \$15.00 net " " 65.05 Sub-Stand. "

\$15.00 to \$40.00 net " " 59.26

\$40.00 net and over " 53.47

Discount to distributors on safety plug fuses.

Standard Package quantities and over 50-5%.

Carton quantities and over 45%

Less than carton quantities, 30%.

Terms. 2% cash discount on 10th proximo net 30 proximo.

COMPANY #26 (Contid)

Delivery. FOB shipping point with freight allowed to destination on shipments weighing 100 lbs or more. No freight allowance on shipments weighing less than 100 lbs.

Per supervisory Agency.

Net prices to distributors on safety plug fuse.

Sub-Stand. Sizes Less than \$15.00 net per H. \$31.90

\$15.00 to \$48.00 net " " 29.10

\$48.00 net and over " " 26.50

Standard Sizes-

Less than \$15.00 \$29.00 per M. net \$15.00 to \$48.00 26.40 " " " \$48.00 net and over 24.00 " "

May 2, 1934 Effective May 12, 1934.

Wet prices to distributors on safety plug fuses.

Standard sizes-

Less than \$15.00 net \$26.50 per M \$15.00 to \$40.00 net 24.25 " " 40.00 net and over 24.20 " "

Prices on unapproved fuses packed 5 to a carton \$16.00 per M.

Terms 2 % cash 10th proximo net 25 proximo.

Full freight allowed on shipments of 2,000 or more.

October 10, 1934 Effective October 20, 1934.

Net prices to distributors on safety plug fuses.

Standard Sizes-

Sub-Stand. "

Less than \$15.00 net per M. \$29.00 \$15.00 to \$48.00 " " " 26.50 48.00 net and over " " 24.00 Less than \$15.00 net per M. 31.90 \$15.00 to \$48.00 " " " 29.15 48.00 net and over " " 25.40

COMPANY #29.

Spetember 25, 1933 Effective September 28, 1933

Prices on standard, sub-standard and special sizes fuses.

Trade Prices.

Standard Sizes Per C \$2.40

Sub-Stand. " " " 2.65

Special " " " 2.65 plus a set up charge of \$2.50 on

each special size on each shipment.

Terms. 2% cash 10th proximo.

COMPANY #29 (Contid)

FOB sellers warehouses.

To Large Buyers

On shipments of 2,000 fuses.

Standard sizes per M \$22.00

Sub-Stand. " " " 24.20 Special " " " 24.20 plus a set up charge of \$2.50

on each special size on each shipment.

Terms and delivery same as to trade.

To Wholesalers

Standard sizes-

Less than \$15.00 net per M \$23.00

\$15.00 to \$38.00 net " " 21.00

38.00 net and over " " 19.00

Sub-Stand. " Less than \$15.00 net " " 25.30

\$15.00 to \$38.00 " " " 23.10 38.00 and over " " " 20.90

Special tt - 11 20.90 plus a set up

charge of \$2.00 on each special size of each shipment.

Terms. 2% cash 10th proximo net 25.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

> To Retail Merchandising Concerns Owning 20 or More Retail Stores.

On shipments to warehouses same as shown to wholesalers.

On shipments to stores any quantity.

Standard sizes per M. \$19.95

Sub-Stand. "

" " " 21.95 " 21.95 plus a set up charge of \$2.00 Special

on each special size on each shipment.

Terms and delivery same as wholesalers.

To Carter - Oliver - Biddle same as wholesalers.

Prices to wholesalers on unapproved plug fuses.

Standard sizes packed 5 to a box \$16.00 per M.

Terms 2% cash 10th proximo net 26 proximo.

Minimum charge \$1.00.

Delivery. Transportation charges (cheapest way) allowed on any quantity.

Reduction in prices of unapproved plug fuses packed 5 to a box

\$14.50 per M.

Terms. 2% 10 days 30 days net.

Freight allowed on 100 lbs. or more.

Original filing.

Same as Company #11 filing effective September 25. Standard, sub-standard and special sizes plug fuses.

Trade Prices.

Standard Sizes per C \$2.75

Sub-Stand. " " " 3.00 Special " " " 3.00 plus a set up charge of \$2.50

on each special size on each shipment.

Terms. 2% cash 10th proximo FOB sellers warehouses.

To Large Buyers.

Same as original filing of Company #11.

No effective date given October 19, 1933

> Prices on unapproved plug fuses, standar, sub-standard and special sizes.

Trade Prices.

Standard sizes per C \$2.40

Sub-Stand. " " " 2.65 5 Special " " " 2.65 plus a set up charge of \$2.30

on each special size on each shipment.

Terms 2% cash 10th proximo.

FOB sellers warehouses.

To Large Buyers

On shipments of 2,000 fuses and over.

Standard gizes per M \$22.00 Sub-Standard " " 24.20

Special " " 24.20 plus a set up charge of \$2.50

on each special size on each shipment,

Terms and delivery same as to trade.

To Tholesalers

Standard Sizes less than \$15.00 per H \$23.00 . 21.00 . .

\$15.00 to \$38.00 \$38.00 and over 19.00

Sub-Standard Sizes-less than \$15.00 per # 25.30

\$15.00 to \$38.00 23.10 \$38.00 and over 20.90

Special Sizes 20.90 plus a set up

charge of \$2:00 on each special size on each shipment.

Terms. 2% loth proximo net 25 proximo.

Minimum charge \$1.00.

Delivery. Transportation charges (Cheapest vov) allowed on any quantity.

COMPANY #30 (Contid)

(To Wholesalers in Metropolitan New York) Standard Sizes-

Less than \$15.00 net per M \$23.00

\$15.00 net and over " " 19.00 Sub-Stand. " Less than \$15.00 net " " 25.30

\$15.00 net and over " " 20.90

Other prices, terms etc. same as wholesalers.

To Retail Merchandising Concerns Owning 20 or more Retail Stores.

On shipments to warehouses same as to wholesalers.

On shipments to stores (any quantity).

Standard Sizes per M. \$19.95

Sub-Stand. " " 21.95
Special Sizes " " 21.95 plus a set up charge of \$2.00

on each special sizes on each shipment.

Terms and delivery same as wholesalers.

To Carter-Oliver - Biddle, same as wholesalers.

November 13. 1933. No effective date shown. The prices on unapproved standard size fuses.

To Tholesalers

2,000 and over \$19.50 per M. 800 and over 21.50 " " Less than 800 23.50 " "

> To Retail Merchandising Concerns Owning 20 or More Stores

Warehouses shipments same as to Wholesalers.

To individual stores \$20.45 per M.

To Large Buyers 2,000 and over \$22.50 per M.

Terms. 2% cash 10th proximo net 25 proximo.

Delivery. Transportation charges (freight) allowed on any quantity.

January 31, 1934...... Effective Jan. 31, 1934.

Per Supervisory agency
Withdraval of prices on approved plug fuses effective Feb. 4, 1934.

March 31, 1934 Effective Apr. 10, 1934.

Prices on approved plug fuses.

Standard, Sub-standard and special sizes.

Trade Prices-

Standard Sizes per C \$2.45

Sub-Stand. " " 2.70

Special " " " 2.70 plus a set-up charge of \$2.50

on each special size on each shipment.

COMPANY #30 (Contid)

To Large Buyers

Dealers, Central Stations and others on shipments of 2,000 fuses and over.-

Standard Sizes per N \$22.25

Sub-Stand. " " 24.78
Special " " " 24.78 plus a set up charge of \$2.50 on each special size on each shipment.

To Extra Large Buyers

Central Stations and Manufacturers of fused appliances on shipments of 5,000 fuses and over direct from factory. Standard sizes per M \$20.20 Sub-Stand. " " 22.50 Special " " 22.50 plus a set up charge of \$2.50 on each special size on each shipment.

To U. S. Government.

On an individual class or order definitely specifying \$300 cr more net value of links or fuses of any type-delivered anywhere. Standard Sizes per M \$19.00 Sub-Stand. " " 21.20 Special " " 21.20 plus a set up charge of \$2.00 on each special size on each shipment. Terms. Cash discount must not be taken into consideration in quoting net prices but bid may state it will be allowed if payment is made within ten days from receipt of goods.

To wholesalers.

Standard sizes. Less than \$15.00 net per M. \$23.50 \$15.00 to \$40.00 " " " 21.25 40.00 net and over " " 19,00 Less than \$15.00 net per H. Sub-Stand. 26.15 \$15.00 net to \$40.00 " " 23.68 40.00 " and over 11 - 11 21.20 Special Sizes 11 11 21.20 plus a set up charge of \$2.00 on each special size on each shipment.

To Tholesalers in the Metropolitan N. Y. District. Standard sizes - Less than \$15.00 net per M \$22.50 \$15.00 net and over Sub-Stand. " Less than \$15.00 net per 11 25.15 \$15.00 net and over 20.20

> To Retail Merchandising Concerns Owning 20 or More Stores

On shipments of warehouses, same as shown for wholesalers. On shipments to stores - any quantity.

Standard sizes per N \$20.10. Sub--Stand. " " 22.41

Special " " 22.41 plus a set up charge of \$2.00 on each special size on each shipment.

COMPANY #30 (Contid)

Regular Terms. 30 days 2% discount 10th proximo. Delivery FOB L. I. City N. Y. 90¢ freight allowance on shipments over 100 lbs. No allowance under this weight.

April 24, 1934 Effective May 4, 1934.

Prices on standard, sub-standard, special sizes approved plug fuses.

Same as filing effective September 26, 1933, - except terms 30 days net 2% 10th proximo,

Delivery. Transportation charges (cheapest way) allowed on any quantity.

Minimum charge \$1.00 to all classes.

COIPANY #31

- (a) weighing 100 lbs. or more of a total net value of \$60.00 or more.
- (b) regardless of weight or value to syndicate stores within the metropolitan New York area (Manhattan, Brooklyn, Bronx, Staten Island and Queens), Newark, Hoboken, Jersey City-N.J., Chicago, Cicero, Roseland, Kensington, Ill., San Francisco, California.

 Disco nts. Maximum discounts 50 5% from list prices.

 Change in delivery to include syndicate stores in the following cities. Metropolitan Philadelphia area (Philadelphia, Frankfort, Germantown, Kensignton, Manayunk, Torresdale, "est Manayunk, Pa., and Camden N. J.

Weighing 50 lbs. or more or of a total net value of \$30.00 to syndicate stores only.

COMPANY #31 (Cont'd)

. . . COMPANY #36

Original Filing. October 4, 1933......Effective September 26, 1934. Price to Wholesalers, 5 to a box, 1000 lots, \$19.00 per II. 500 lots 20.00 " " 100 lots 20.00 " "..... 50 to a box,1000 lots, 18.50 " " 500 lots 19.00 " " 100 lots ..19.50 .". " Terms. 25 cash 10th proximo. Delivery FOB transportation allowed to any point (cheapest way). May 7, 1934 Effective May 17, 1934. Prices on fuses in lots of 1000, 50 to a box & 5 to a box \$15 and \$15.50 " " 5000 for one shipment 50 to a box and 5 to a box, - \$14.75 and \$15.25. In lots of 25,000 on contract for 30 days 50 to a box and 5 to a box - \$14.60 and \$14.14. In lots of 100000 or over contract for 90 days 50 to a box and 5 to a box \$14.50 and \$15.00. Terms. 2% 10 days mat 30. FOB factory. September 11, 1934 Effective September 21, 1954. Prices on fuses, 50 to a box and 5 to a box, 1000 lots and over-\$13.23 per M. In less quantities than 1000 50 to a box and 5 to a box \$13.75 and \$14.25.

COLPANY #41

- Original Filing. September 23, 1933...... Effective September 26, 1933. Filing identical with filing of Company #15 effective September 26, 1933.
- March 26, 1934 5, 1934. Combination orders to wholesalers only to make up net values as indicated in filed price schedules. Plug fuses may be combined with non-renewable cartridge fuses, fuse clamps and fuse pullers.

To Wholesalers. All materials manufactured by us may be combined to make up an order of \$48.00 net value one order one shipment.

To Trade or resellers of materials manufactured by us may be combined to make up an order of \$50.00 list value one order one shipment.

- Prices on fuses same as prices effective September 26, 1923.
- Prices on new plug fuses, standard, sub-standard and special sizes. Trade Prices

Standard size each \$.0275

Sub-Stand. " " .03

Special " " :.03 plus a set up charge of \$2.50 on each special size on each shipment. Terms 2% cosh 10th promimo.

FOB sellers warehouses.

To Large Buyers

Dealers, Central Stations and others on shipments of 2000 fuses and over-

Standard sizes per M \$24.25

Sub-Stand. " " " 27.78 Special " " " 27.78 plus a set up charge of \$2.50

on each special size on each shipment.

Terms. 2% cash 10h proximo

FOB sellers warehouse.

To Extra Large Buvers

Central Stations, Manufacturers of fused equipment on shipments of 5000 fuses or over, direct from factory.

Standard sizes per M \$23.20

Sub-Stand. " " 25.50

Special " " 25.50 plus a set up charge of \$2.50 on each special size on each shipment.

Terms 2% cash, 10th proximo.

Delivery. Transportation (cheapest way) allowed to any point.

CN PANY #41 (Contid)

To J. S. Government

On an individual class or order definitely specifying \$300 or more net value of links or fuses of any type delivered anywhere-Standard sizes per M. \$22.00 Sub-Stand. " " " 24.20 Special " " " 24.20 plus a set up charge of \$2.50 on each special size on each shipment. Terms % cash 10 days after receipt of goods.

Cash discount must not be to en into consideration in quoting net prices but bid may state it will be allowed if payment is made within 10 days from receipt of goods.

To Tholesalers.

Standard Sizes -

Less than \$15.00 net per H. \$26.50 \$15.00 to \$40.00 net per M 21.25 11 11 28:00 40.00 net or over Sub-Stand. " Less than \$15.00 net " " 26.50 \$15.00 to \$40.00 net " " 24.25 40.00 net or over " " 22.00 " " 24.20 plus a set up Special charge of \$2.00 on each special size on each shipment. Terms. 2% cash 10th proximo net 25 promimo.

Minimum charge of \$1.00. Delivery. Transportation charges (cheapest way) allowed on any quantity.

> To Retail Merchandising Concerns Owning 20 or More Retail Stores.

On shipments to warehouses same as shown for wholesalers. On shipments to stores any quantity.

Standard sizes per 1 \$23.10

Sub-Stand. " " " 25.41 Special " " " 25.41 plus a set up charge of \$2.00

on each special size on each shipment

Terms. Same as wholesalers.

Delivery same as wholesalers.

To Trade, Resellers or Wholeselers. To make up net values of products made by us may be combined.

except no prices to U. S. Government. U. S. Govt. either trade. Large Buyers or Extra Large Buyers depending upon quantity purchased. Terms. 2% cash 10th proximo net 25 proximo except that state, city or government institutions will be allowed 2% cash discount if payment is made within ten days of receipt of goods.

COMPANY 42

Original Filing
September 25, 1933Effective September 26, 1933.
Identical with Company #15.
Distributors price same as wholeselers.

August 8, 1934 Effective August 11, 1934.

To meet # ... Company
Same as Company #15 filing effective August 11.

Plug fuses may be combined with other wiring devices and thereby obtain maximum distributors prices, provided that combined value of order for one shipment to one destination is \$48.00 net.

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APPENDIX A. PART 13B

PORTABLE ELECTRICAL TOOLS

Chronological Record of Price

Filings by Companies

COI IPANY-1/1

1st Filing

Received March 6, 1934 Effective March 6, 1934.

A general Catalog #34 and list prices.

Discounts:

Distributors - 30% from list.

Terms:

2% 10th prox. net 30th.

A trade-in allowance is permitted on electrically driven valve face grinding machines of any make to apply on purchase of 4 types of grinding machines.

Freight allowed on shipment of 100 lbs. or more direct to jobbers stock.

2nd Filing

Received May 28, 1934 Effective June 7, 1934.

Additions to price filing, 1st filing, effective March 6, 1934.

Discounts:

Non-stocking distributors on tools15% off list price. Prices in Catalog #34 are net to

garages or consumer.

3rd Filing

Received August 13, 1934Effective August 23, 1934.

Additions to 1st filing, effective March 6, 1934 and 2nd filing, effective June 7, 1934.

Navy specifications on electric drills, 40-T-3E.

One type, 3 sizes at net prices issued - Navy Department only, October 2, 1933.

Terms:

5% cash, 10 days.

4th Filing

Received November 3, 1934Effective November 13, 1934.

Added 5 new types.

Terms, discounts, etc. same as 1st filing, 3/6/34.

COMPANY-#1

5th Filing

2nd Page - List price on electric drills, bench grinders, portable sanders and polishers, showing 10 types of drills, 5 types of bench grinders, 2 types of sanders and 1 type of polisher. Price reduction on 2 types of bench grinders; these in addition to Catalog #34.

6th Filing

7th -Final - Filing

COMPANY -#4

1st Filing

Received February 7, 1934.............Effective February 7, 1934.

A list price discount schedule on bench grinders, listing 16 types.

Discounts:

Jobber - 40% from list. Dealer - 25% from list.

Terms:

1% 10 days or net 30.

Delivery:

FOB St. Louis.

2nd Filing

Discounts:

Also list prices, 2 new types not previously filed. Same terms as 1st filing.

3rd Filing

Received July 3, 1934..... Effective July 13, 1934. List price and discount schedule on bench grinders and combination grinder-buffers, listing 20 types of bench grinders and 16 types of combination grinder-buffers. Addition to 2nd filing, March 1,1934.

Discounts:

Same as 2nd filing, effective 3/1/34, and 1st filing, 2/7/34. Terms:

1%-10 or 30 days net, or EOM. FOB Plant.

4th Filing (Last)

COMPANY-#5

1st Filing

Received February 7, 1934...... Effective February 7, 1934. Frice list #34 supplenting list of 12/13/33. No record of this. Discount Schedule:

	lectric ools	Accessories	Service Parts
Stocking Distributors Non-Stocking Dist. Authorized Stocking Service Stations	30%	40%	30%
	15	15	15
	0	0	30

List prices to consumer, Federal, State, County, Lunicipal Governments classed as consumers.

Terms: 2% cash in 10 days, or EOM.

Freight FOB Plant allowed on 100 lbs. or over.

2nd Filing

Received June 29, 1934..... 1934. Corrections, revisions and additions to price list #34, 1st filing. Shows a change in price; some down, some up, and additions to the line.

Discount to non-stocking distributor on service parts should read 15% instead of 0%, as appeared in 1st filing. Corrected on form.

3rd Filing

Received September 14, 1934......Effective September 24, 1934. Revisions and additions to price list #34, 1st filing, types and accessories.

Terms and discounts same as 1st filing.

4th Filing

Received November 12, 1934...... Effective November 22, 1934. New filing, one type added to the line. Terms, discounts and policies came as 1st filing.

5th Filing

Price revision, one type, price reduced. Terms, discounts, policies same as 1st filing.

6th Filing

Received January 5, 1935..... Effective January 15, 1935. Price revision on tools, 6 types reduced, 1 type advanced, and accessories, 12 advanced, 3 reduced. Change in discount to stocking distributor from 40% to 30% on certain accessories --- corey driver bits, when ordered in package lats of 50 or more. Terms and discounts:

Same as 1st filing.

7th Filing

Received January 10, 1935...... Effective January 21, 1935. Price revision on one type of bench grinder, giving the old list price as well as the new, which is same price as 4th filing, 11/22/34. Terms and discounts:

Same as 1st filing.

gth Filing

Stocking jobbers - 25%.

9th Filing

1st Filing

Received February 5, 1934...... Effective February 7, 1934. Price list 110 and Discount Sheet 110-A on Junior workshop electrical tools.

Discounts:

Terms:

25 10 EOM, 30 days extra for points west of the Rockies. FOB Chicago.

2nd Filing

Received Harch 15, 1934.......Effective March 26, 1934. Price sheet 115 superseding 110, 1st filing. Discount sheet 110-A applies hereto.

3rd Filing

Same as 1st filing.

4th Filing

Terms:

2% cash. FOB Chicago.

COMPANY #13

1st Filing

Received February 7, 1934............Effective February 7, 1934. Price sheet #1, two pages, dated October 7, 1933.

Manual 20-A superseding 20, October 9, 1933--No record.

Stocking distributor is described as one who regularly carries in stock 3 or more complete tools.

A non-stocking distributor means one who does not regularly carry 3 or more complete tools of our manufacture in stock.

The term "Consumer" refers to any purchaser of tools from us or through distributors for his own use.

COMPANY #13 (Cont'd)

All departments of the U. S. Government, as well as State, County, and Municipal Governments and educational institutions are defined as customers with-

Terms:

2% 10th prox.

Regular accounts - Net cash, 30 days.

Discounts:

	Stocking Distributors	Non-Stocking Distributors
Complete tools	30%	15%
Replacement parts	30%	15%

FOB Plant.

2nd Filing

Received October 6, 1934............Effective October 16, 1934. Additions to #1, 1st filing. 2 types, new filing.

3rd Filing

Received May 9, 1935...... Effective May 20, 1935. Listing 6 new types in addition to list of 1st filing. These are subject to the same discounts and terms as 1st filing.

COMPANY #14

1st Filing

Received August 25, 1934..................Effective September 10, 1934.

An illustrated catalog, 1 type of grinder including accessories to same.

No discount sheet.

Note M.

Terms: None.

2nd Filing

Received September 10, 1934..........Effective September 10, 1934.

Identical to 1st filing, with discount sheets, omitted from 1st filing.

(N) Discounts:

Distributor

- (1) Tools 25%
- (3) Service Parts 25%

COMPANY #14 (Cont'd)

(N)	Discounts:	Distributor		
	(2) Accessories		3 or more	
	l to ll Assorted	1 <u> </u>	1 Item 45-20%	
	12 to 99 "	30-20	50-20	
	100 up "1	35-20	55-20	

Terms: None.

3rd Filing

Received September 24, 1934............Effective September 24, 1934. Distributors quotation sheet showing discounts on quantity-F, evidently cancelling 2nd filing, covering discounts.

(N) Discounts:

		Distributor	
(1)	Tools	(one -] (3 Assorted - 3	
(3)	Service Parts	(6 Assorted - 3 (12 up " - 4	30-10
(2)	Accessories	2 or less 1 Item	3 or more 1 Item
	1 to 11 Assorted	25-20%	45-20%
	12 to 99	30-20	50-20
	100 up	35-20	55-20

Terms: Not given. FOB " "

COMPANY #15

1st Filing

Received February 8, 1934.................Effective February 7, 1934. Price sheet #26 for Catalog #26, dated October 2, 1933. Discounts:

Stocking jobbers, (1) - 30%.

(2) - 30

Non-stocking jobbers - 5% less.

Terms:

2-10-30 days net.

FOB Cincinnati, allowed on 100 lbs. or over.

2nd Filing

COMPANY #15 (Cont'd)

Net list prices quoted on sales made to consumer. List 26, 1st filing. Departments of the Federal, State, County and Municipal Governments and educational institutions are defined as customers.

To the above all products may be quoted FOB Destination, as requested in the request for bids.

Freight will be allowed to distributor on shipments of 100 lbs. and over on Class A items only. No freight allowed on drop shipments. Terms: 2-10 net 30 or EOM.

3rd Filing

Received June 8, 1934...... Effective June 18, 1934. Price sheet 26-A supersedes all previous lists.

New schedule of discounts according to product classifications.

Product Clas- sification	Stocking Dist.	Non-Stocking Distributors	Authorized Stocking Service Stations
A B	30% 25	15% 15	0%
C *D	20 15	15 10	0 0
F	30	15	0
	Replace	ement Parts	
A	30	20	30
B	25	15	25
C	20	, 15	·· 20
D	15	10	. 15

Terms:

2-10-30 net or EOM.

FOB Plant allowed on 100 lbs. or over, Class a only.

4th Filing

Received November 22, 1934.............Effective December 3, 1934. Addition to line, Class A, one type of drill, subject to discounts and terms of 3rd filing.

^{*} Class D includes special products of Classes B and C requiring changes in design.

1st Filing

Received February 12, 1934............Effective February 12, 1934. Two (2) catalogs #32 of product and list prices, one Class A. Types, one Class B Accessories. Discounts:

03	Stocking Distributor	Non-Stocking Distributors
Class A	_ ,	
Pages 7 to 50	30%	15%
·Pages 51 to 60		
68-70 and 71	20	15
Class B		
Pages 83 to 91	20	10

Terms: 1% cash, 10 days, net 30 - repairs and parts. FOB Plant.

2nd Filing

Received Movember 19, 1934...... Effective November 29, 1934. List price on 7 types of drill.

Applying only to quotations on sales to Federal, State, County and Municipal Governments, educational institutions and other tax-supported agencies.

These prices are revisions of list prices, 1st filing, effective February 12, 1934.

3rd Filing

Received November 26, 1934...... Effective December 6, 1934. Additions to the line, showing 6 new types, all in Class A. All Class A discounts as of 1st filing, effective February 12. Discounts:

Stocking or authorized distributors.....30%. Hon-stocking distributors......15.

Terms:

2% cash discount, 10 days, net 30.

4th Filing

Received January 14, 1935..................Effective January 24, 1935. Revised price on one type obsolete drill. Distributors discount - 25%.

Terms:

Het cash 30 days. FOB Louisville, Ky.

COMPANY #17 (Cont'd)

5th Filing

Received April 1, 1935..................Effective April 11, 1935. Additions to the line, 3 types, all Class A. New filing. Same terms and discounts as 3rd filing, December 6, 1934.

6th Filing

COMPANY #25

1st Filing

Received February 9, 1934...... Effective February 7, 1934. General price list applying to Catalog #45, showing 3 classes of product - Classes A, B and C.

Discounts:

Terms: 1% 10 days net 30.

FOB Plant.

2nd Filing

Received April 18, 1934.......Effective April 28, 1934. General price list 45N applying to Catalog #45. One type reduced in price; all other types same as 1st filing. Discounts:

	Stocking Dist.	Non-stocking Distributors	
Class A	30%	15%	
Class B	25 .	15	
Class C	20	20	
Parts	20	- 20 ·	

All prices are at list to consumer.

All Departments of the Federal Government, State, County and Municipal Governments, and educational institutions are classified as consumers, with-

COMPANY #25 (Cont'd)

2nd Filing (Cont'd)

Terms:

2% cash discount.

FOB Destination.

Teras:

Regular accounts - 1% 10 days net 30.

FOB Factory.

3rd Filing

Received July 19, 1934..... Effective July 30, 1934. Price changes, 2 types reduced in price, both in Class A. Discount:

Hamimum 30%.

4th Filing

Received Hovember 26, 1934..... Effective December 6, 1934. Addition to the line, price list 450, one type for quotations and sales to all Departments of the Federal, State, County and Municipal Governments, educational institutions and other tax-supported institutions. Terms:

Same as 2nd filing, April 28, 1934.

5th Filing

Received December 5, 1934..... Effective December 15, 1934. Instructions applying to price sheet 45-N and 45-F, superseding instructions to 45-N, 2nd filing, April 28, 1934. Discounts:

	Stocking	Non-stocking
	Dist	Distributors
Class A	30%	15%
Class B	25	15
Class C	20	. 20
Parts	20	20

Consumer shall not be quoted or sold lower than list prices.

1% 10 days net 30, or EOM. FOB Plant.

6th Filing

Received April 8, 1935.............Effective April 19, 1935. Additions to the line, new filing, 6 types at list prices; 2 in Class A and 4 in Class B. Price changes, 8 types, all in Class B. Prices reduced from price list

45-N, 2nd filing, April 28, 1934.

Terms and discounts:

Same as 5th filing, December 15, 1934.

1st Filing

(1) All prices on complete tools, parts and accessories to consumer are <u>List Net</u>..

All Departments of Federal, State, County and Municipal Governments and educational institutions are classed as consumers.

(2) Discounts---

Stocking Dist.	Non-Stocking Dist.	Stocking Service Stations.
(1) Tools 30% (2) Accessories (3) Parts	15%	0% 20% 20%

Bulletin 2671, dated February 7, 1934.

(1) (a) Terms - Net cash 30 days.

(b) Dealers - 2% cash 10 days or EOM.

(c) 2 % for Federal, State, County, Municipal Governments and educational institutions; in accordance with their bids.

Bulletin 2670, dated February 7, 1934.

FOB Points - Plant allowed \$100. or more.

FOB Destination - Federal, State, County, Municipal Governments, and educational institutions.

Bulletin 2672, dated February 7, 1934.
Trade Practices—
usual for Industry.

2nd Filing

Received March 12, 1934...... Effective March 22, 1934. Bulletin 2671-A, superseding Bulletin 2671, changing the terms. 2% cash 10 days net 30 or EOM. 2% for Governments.

3rd Filing

Received May 10, 1934...... Effective May 10, 1934. Bulletin #2753, supplementary to price list U-302, 1st filing. New filing, one type at list price.

4th Filing

Received May 23, 1934...... Effective May 23, 1934. Bulletin #2761, supplementary to price list U-302, 1st filing. New filing, one type, list price.

5th Filing

Received May 24, 1934...... Effective June 3, 1934. Bulletin #2764, revision of price list U-302, 1st filing. 4 sizes of one type of portable saws.

6th Filing

Received June 6, 1934...... Effective June 6, 1934. General price list U-303, superseding price list U-302, 1st filing. No change in terms or discounts, as 2nd and 1st filing.

7th Filing

Received August 3, 1934..... Effective August 13, 1934. Bulletin #2792, noting an addition to volt current on one type.

8th Filing

Received October 5, 1934...... Effective October 15, 1934. Bulletin #2832, to Government Departments only when bids so specify. Extra accessories added at no extra charge over listed prices.

9th Filing

Received October 6, 1934...... Effective October 16, 1934. Bulletin #2673-A, supplementary to #2673, 1st filing. Quoting net prices, quantity purchase, accessories, 8 types. Terms, as Bulletin 2671-A, 2nd filing, March 22, 1934. FOB as 2670.

Trade practices as 2672.

10th Filing

11 th Filing

State, County and Municipal Governments, on 7 types, subject to discounts as of Bulletin #2669, 1st filing.

Terms of payment as of Bulletin #2671-A, 2nd filing, and trade practice as in Pulletin #2672, let filing.

practice as in Bulletin #2672, 1st filing.

COMPANY #27 (Contid)

12th Filing

New filing, 2 types.

Terms and discounts - no change.

13th Filing

14th Filing

15th Filing

COMPANY #28

1st Filing

Received February 6, 1934...... Effective February 7, 1934.

Terms and discounts on 3 types drills; list price.

Discounts:

to Class A, garage repair and service men.....15%

to Class B, dealers who purchase for resale (hardware, automotive, electrical specialty).30.

to Class C, jobbers who stock......40.

to Class D, wholesalers who stock and control territory exclusively.................60.

Terms:

Classes A, B and C - 2% 10 days, net 30.

Class D - Net cash with order or on delivery.

FOB New York City - No freight allowed.

COMPANY #28 (Contid)

2nd Filing

3rd Filing

Received October 17, 1934...... Effective October 27, 1934.

Bulletin #101, supplementary and additional to 1st filing.

One type at net price to the trade for resale and list price.

Terms:

COD or 1%, 10days, net 30.

4th Filing

Received December 18, 1934..... Effective December 28, 1934.

Bulletin #102, supplementary and additional to 1st filing.

One type, list price, with net price to the trade for resale.

Terms for the latter, COD or 2%, 10 days, net 30.

Discounts:

Same as 1st filing.

COMPANY #30

In making a filing, this company differs in its method of sale from other companies in the Industry inasmuch as they use the multiplier system, basing their percentage of discount to different purchasers on the quantity basis and classifying their purchases in nine different groups.

This is characteristic of the method of selling fractional horse power motors. This company is predominently a manufacturer of motors and it would appear that in entering the field of electric tools, they have merely carried over the system of merchandising used by them in the motor field rather than adopting the system in vogue in the electric tool field.

COMPANY #35

1st Filing

Received February 7, 1934...... Effective February 7, 1934. Illustrated and descriptive catalog page of one type with discount sheet to 7 classes of purchasers, A, B, C, D, E, F and G, and defining Class A and B purchasers.

COMPANY #35 (Contid)

1st Filing

• 0		Disc	ount
Class	Description	Motor	Grinders
A	Users		List
В	Users		10%
C	Machinery dealers (machinery		·
	manufacturers agents)		25
·	(X) Central Stations	•	35
D .	Resale Motor Dealers		25
•	(4) Jobbers - (Must be rated	as	
	such by Jobbers Association)		40
E	Resale Purchasers (not other	-	
	wise classified, including M	otor	
	Manufacturers)		10
F	Federal, State, Municipal Go	vts.	10
•	(X) Schools and Educational		:
	Institutions		25
G ·	Machinery Manufacturers-	•	
	(Resale Machinery Manufactur	ers)	20 -

Note: This is the same plan as is used by this concern in selling Fractional Horse Power Motors. -See data 105, Sept. 27, 1934,-F.H.P.M.

Terms: Net 30 days on approved credit; no cash discount. Freight FOB Plant; no freight allowed. Prices on the illustrated sheet are subject to increase of 15 and 10% ($26\frac{1}{2}\%$).

2nd Filing

3rd Filing

COLPANY #35 (Contid)

3rd Filing

		Discount
lass	Description	Motor Grinders
A	Users Order less than \$500 (Retail Price) " \$500 to \$999.00 " " \$1,000 to 4,999.00 " " \$5,000 or more " Class I	None 10% 12½ B 16%
B C D	Users Central Stations & C.S. Holding Cos. Resale Motor Dealers Jobbers-(must be rated so by Jobbers Association)	16% . 35% . 25% 40%
E	Resale Purchasers (not otherwise	
F	classified) Federal, State, County and Municipal Governments.	25% 1 ,
	Municipal Central Stations and all Educational Institutions	25%
G	Machinery Manufacturers (Resale	
GB	Machinery Manufacturers) Machinery Manufacturers Class GB applies to Integral Horse Power Motors and Control but not Fractional Horse Power Motors or	20% 25% e
	Control.	
H	Machinery Dealers (Machinery Manufacturers Agents)	25%
:	Note: Same as Note - 1st Filing. F.H.P.M.	
	Terms: Net 30 days on approved credit. Freight FOB Plant, no freight allowed.	
	4th Filing	
	ved April 8, 1935	
	Discount -	25%
	Lots → l - 9 Spot Shipment " 10 - 99 Shipment in lots o more and to be take days from date of Shipment " 100 or more Same as 10 to 99	f 10 or en in 90 initial 40%
	Terms: Net 30 days. FOB Plant, no freight allowed.	

1st Filing

Received February 7, 1934...... Effective February 7, 1934. Descriptive catalog #3, dated October 10, 1933, with list prices and appendix showing corrections on price sheets of catalog #3, with discounts applying to stocking distributors, non-stocking distributors, on product Class A, B, C, D, E and F.

Class -	•	Stocking Dist.	Non-Stocking Distributors	Consumer
A		30%	15%)
\mathbb{B}	_	40%	15	0
C		20	10 .	0
D		25	10	0
E		331/3	15	0
F		10	5	0

Terms: 2% 10 days, or 30 days net or EOM

Freight FOB Plant, prepaid on shipments of 100 lbs. or over.

2nd Filing

Received March 9, 1934...... Effective March 9, 1934. Applies to revised price sheet of October 10, 1933, supplementing Catalog #3, 1st filing. Decreasing the classes of product to A, B, C, and D.

Discounts	Stocking Distributors	Non-Stocking Distributors
Class A-All elec. tools & hammer accessories.	30%	15%
Class B-All accessories excepting those listed in A and C	40	15
Class C-Hole saws, Chucks, Chuck Keys, Cords & Flexible page	ds. 331/3	15
Class D-Rotary Converters and Transformers.	.15	0

Terms: 2% cash discount within 10 days or 30 days net or EOM. FOB Plant, prepaid on 100 lbs. or over.

3rd Filing ·

Received April 28, 1934...... Effective April 28, 1934. List price on 8 types, applying to Goodell-Pratt electric tools. Discounts:

Distributors, 30%

Terms: 2% cash within 10 days or net 30 days. FOB Plant.

COMPANY #36 (Contid)

4th Filing

5th Filing

6th Filing

7th Filing

8th Filing

COLPANY #37

1st Filing

Received Febr	unry 13,	1934	E	lficctive	Februar	y 13, 1934.
Cataldg	#10 - De	scriptive	price	chthlog	ct list	nrices.
Discount						
~ 7			_			

Sales to users - list prices.

Terms: 2% 10th prox. FOB Plant.

2nd Filing

Discounts:	Stockings 4.	Non-stocking Dist.
(1) Electric Tools	30%	20%
(2) Accessories	30	20
(3) Service Parts	15	0

Terms: 25 10 days, net 30.

FOB Plant, allowed on shipments \$150.00 or more in U. S.

3rd Filing

Received December 4, 1934...........Effective December 14, 1934.

Addition to the line, new filing, one type at list price subject to same discounts and terms as 2nd filing, September 28, 1934.

in effect.

COMPANT #59

1st Filing

Received February 27, 1954Effective	February 7, 1934.
List Prices on 8 types and accessories with	
Discounts - 1. Types	2. Accessories
To stocking distributors 35 1/5 6	J 1/5/
To non " 30	50
To Government, agencies 25	25
Terus: 25 10th prom. net 30.	
"OB Plant: freight allowed or shipments of 10	O lbs. or nore.

2nd Filing

3rd Filling .

COLPANY #40

1st Filing

Received February 21, 1954 Effective February 21,	1004.
Price lists on 21 types at net list prices to consumer.	
. Discounts:	
To regular dealers handling the line30	

Terms:

2 - 10th of the following month. TOB Plant; freight allowed on 100 lbs. or more.

2nd Filing

Received April 13, 1934 Effective April 20, 1934.
Price lists superseding prices of 1st filing on 20 types - 2
troes dropped and 2 show price reductions.
Discounts:
To regular dealers handling the line50,5
To non-stocking dealers20,
Terms:

25 10 days, 30 days net. FOB Plant.

3rd Filing

Received July 2, 1934
Prices on 20 types.
Discounts: To regular dealers handling the line
Terms: 25 10 days, net 30 days. FCB Plant and Los Angeles; freight allowed on 100 lbs., or more.
In addition right is reserved to quote TOB Destination to De- partments of the U. S. Government and mublic institutions, if such a quotation is desired.
4th Filing
Received September 27, 1934
One type issued to Havy Department October 2, 1953. \$40-T-3E. Discounts to all departments of the U. S. Government and tax-
maintained Governments and institutions305 Industrial accounts for use on production, the same as apply to stocking distributors - 305.
The stocking distributor to receive 10% additional if he resells to Government agencies, and industrial accounts who receive the
aforementioned discounts. Terms:
Zo 10 days, net 30 days. Freight:
FOB Plant and Los Angeles; freight allowed on 100 lbsor more. In addition right is reserved to quote FOB Destination to Departments of the U.S.Government and public institutions, if such a quotation is desired. Discounts:
To regular dealers handling the line
COMPANY PAI
. lst Filing
Received February 12, 1934Effective February 7, 1934. A general price list #52. Discounts:
To stocking distributors25% To non-stocking distributors15%
Terms: 5% for cash, with order, 2% 10 days net 30 days. FOR Plant.

2nd Filing

2nd Filing
Received March 29, 1934
3rd Filing
Received May 26, 1934
Ath Tiling
4th Filing
Received November 1, 1934
Received February 8, 1934

COMPANY #43 (Contid)

Terms:

35 10 days, net 30 from date of invoice.

2nd Filing

Rescived January 7, 1935...... Effective January 17, 1935.

List prices on 13 types described in C_0 thlog $\frac{4}{3}$ 30, Class A.

Price of five as list 30.

Four-price increase.

Two-price reduction.

Two-new filing.

Discounts: Schedule superseding list filing.

Class		Stocking Dist.		Non-stocking Distributors
•			,	
A		30%		15%
В		25		• 15
C	•	20		20
Parts		20		20

Terms:

25 cash 10 days, net 30.

Active accounts - EOM.

Government Departments - 2% cash discount, 30 days

FOB Destination.

FOB Plant; freight allowed on shipments of 10 lbs. or more,

Class A product.

COMPANY #44

1st Filing

Stocking distributors (3 types or more)50%

Non-stocking distributors (Less than 3)40%.

Terms: 2% 10 days, net 30.

10th prox. allowed.

FOB Plant.

2nd Filing

Received February 26, 1934 Effective February 26, 1934.

Additions to the line, one type, list price.

Discounts:

Stocking distributor 50%

Non-stocking distributor..... 40%

Terms: 2% 10 days, 30 days net.

10th prox. terms allowed.

FOB Plant.

COLFANY #44

3rd Filing

		3rč	Filing	
Received	March 31	, 1934	Effective March	n 31, 1934.
Dis	counts:	*		
	St	ocking distributors.	50%	•
	No	n-stocking distribut	ors40%	
Ter	ms) as	2nd filing.		
FOB				
		4th	Filing '	
		<i>3</i>		
Received	. April 2,	1934	Effective April	1 13, 1934.
		edule correction fro		·
			50% (3 or mo	ore)
			ors405 (Less t)	
		10days, net 30.		,
	Plant.	,,		
2 02				
		5th	Filing	
		C/ 023	Filing	
Received	Anril 30	1934	Effective April	1 30 1934.
			heet of 2 types applying	
		nd 2nd filing of Feb		
		2nd filing.	1 w.i.y 20, 100±6	·
DIS	counts as	ziic. IIIIig•		
		C+7-	Filing	
		001.	Filing	
Pagairad	Januari	2 1075	Effective Janu	222 12 1075
16661760	itions to	the line, one type,	ligt price	try 12, 1000.
		Listributor		
		10 drys, 30 drys net		,
161		prox. terms allowab		
™ (~~)	Plant.	prox. cerms streams	1e •	
T () Ti	Pittilo.			
,	•	. 22+17	· Hanaira	
		7th	Filing	
D	77 70	, 1075	*******	
Received	February	11, 1935	Effective Feb:	runry 21, 1935.
		the line, one type,		
		stocking distributor		:
		non-stocking distrib		
· Ter		10 days, 30 days net		
		prox. terms allowab	le.	
FOB	Plant.	COL	P/MY #45	
		001	TAI WIS	
		lst	Filing	
			Effective Febr	
Gen	eral pripa	e list, classifying	their product - A, B,	J.
			d superseding all previ	
	counts:			
		Stocking Distribut	ors Non-Stocking Dis	stributors
·Cla	ss A	30%	15%	
	В	50,	15	
	~	10	10	

C

10

10

-930-COMPANY #45 1st Filing

Under the classification, consumer or user, are to be included all departments of Federal and Local Governments and educational institutions, and must be sold at list price except that they may be quoted FOB Destination.

Terms: 1% 10 days from date of invoice. ...

FOB Plant. 1 % may be extended to the 10th of the following month for convenience in handling active accounts.

2nd Filing .

Received March 1, 1934 Effective March 12, 1934. Cancels 1st filing.

General discounts to stocking and non-stocking distributors. Classes A,B, and C.

The only change is the rewording of classification of consumer or user, which included all Department's of the U.S. and local Governments and educational institutions. Otherwise both filings are identical.

3rd Filing

Corrections and additions to price filing. This list shows increase in price on 4 types from prices in 1st filing. All Class A.

4th Filing •

Received June 15, 1934 Effective June 15, 1934. Correction to price filing #2, March 13, 1934. This has reference to export sales, makes further reference to classification of users, including U.S. Government, local Governments, educational institutions except that the prices may be quoted FOB Destination.

5th Filing

Received November 5, 1934 Effective November 15, 1934. Corrections and additions changing certain items from Class B to Class. . A discounts.

Also one type added to the line Class A, at list price.

Terms: 25 10 days, EOM.

FOB Plant.

Received January 18, 1935 Effective January: 28, 1935. Illustrated and descriptive page of one type and accessories. Certain price revisions showing 5 types - 4 at reduced price from 3rd Filing, June 1, 1934, and one, no price change from 5th Filing. All prices are net consumer, user.

New filing, one type at list price.

No change in discounts or terms to distributors, on types. Discounts:

> Accessories to stocking distributor - less25%.: Non-stocking distributor- 15%

FOB Plant, except freight allowed 100 lbs. or more on Class A product.

COMPANT #45

7th Filing

8th Filing

1st Filing

2nd Filing

	Stocking Distributors	Non-Stocking Distributors
Class A	30%	market.
B	25	mmed .
C	20	
D	40	ere

Terms: 2% 10 days, net 30/ FOB Plant.

3rd Filing

	Stocking Distributors	Non-Stocking Distributors
Class A	30%	30%
B	25	- 25
C	20	20
D	40	40

In territories not covered by a jobber or dealer, a customer is quoted direct at list prices less 10%, and sometimes 20%, depending upon size machine inquired for.

Terms: 2% 10 days, net 30/

FOB Plant.

No further filing made by this concern.

COMPANY #48

1st Filing

COMPANY #48 (Continued)

Discount Schedule:

		11	the fire	
St	tocking	Non-Stocking	Stocking Ser-	Non-Stocking Consumer
Di	ist.	Dist.	vice Stations	Ser.Stations
Class A	30%	15%		- 0%
В	40,	15		0.
C ·	20 👉	10 .		0
D	25	10	-	, - · · · 0
E	33-1/3	15	- ,	
F	10	5	-	- : 0
				1 to 4 co
(4) Re-				and the state of t
placement		-	30% :	- 20%
Parts				

A stocking distributor is defined as one who carries in stock 3 or more units.

A non-stocking distributor, one who does not regularly carry 3 or more units in stock.

A consumer is one who purchases either direct or through a distributor for his own use in manufacturing or other operations.

All prices to a consumer are at list.

Consumer list price to prevail to all departments of U. S. Government, State, County and Municipal Governments, also educational institutions, General instructions cover product of manufacture, contract arrangement, returns and guarantees.

Terms: 2% cash, 10 days, net 30 days or

FOB Plant: Freight prepaid on all orders, 100 lbs. or more on all except Class C. products.

2nd Filing

A printed price sheet for Catalog #64 with 5 additional new types not previously listed, all Class A. New discount schedule:

5		DOCUMENT	TIADOUGHION S.	e i podczing.pui-	MOH-POOCKT	ing combanier
		Dist.	. Distributor	s vice Stations	s Serv. Stati	ons
Class	(1)A	- 30% -	. 15%	and the second		0%
	В	25 .	15	⊶	1,1 -	0
	C	20	10	-	••	0
	(2)F	30	15		-	0
	U	25	10		_	Ο
(4).Re	plaçe	∋ ⊸	10 miles		,	
ment E	Parts.		e e e	30%	. 20%	0

Stocking Non-Stocking Stocking Ser- Non-Stocking Consumer

Terms: 2%, 10 days, net 30 - EOM

FOB Plant - prepaid 100 lbs. or over, except Class C. products.

COMPANY #48 (Continued)

3rd Filing

Received June 22, 1934 Effective June 22, 1934.
Additions to printed price sheet, 2nd filing, applying to Catalog
#64 and Bulletin 187, 2nd filing.
l Type at list price - Class U.
Discounts:
To stocking distributors 25%
To non-stocking distributors 15%
2 Types list prices - Class A:
Stocking distributors 30%
Non-stocking distributors 15%
These types not shown in Catalog.

4th Filing

Received November 13, 1934 Effective November 14, 1934.

Meeting filing of #56 Co. 1st filing, February 7, 1934.

Price revision on 3 types, 2nd filing, May 28.

These to apply only to quotations and sales to Federal, State, County, Municipal Governments and educational institutions and other tax-supported agencies.

5th Filing

6th Filing

Received January 21, 1935 Effective January 31, 1935.

Price revisions on 5 types, showing new list prices.

These are revisions from list of 2nd filing, subject to previous terms.

discounts and instructions as 2nd filing May 28, 1934.

7th Filing

Received January 21, 1935 Effective January 31, 1935.

Price filing on 4 types to be discontinued and closed out.

On 3 types net prices to consumer, non-stocking distributor and stocking distributor.

The 4th type - list price to consumer with discounts to non-stocking 15% and stocking distributor, 30%

Terms and freight the same as 2nd filing, May 28, 1934.

COMPANY #48 (Continued)

*8th Filing

Price revision on types that have been discontinued or superseded with improved models, listing 4 types at list prices with Discounts:

To stocking distributors 30% To non-stocking distributors 15% Terms and freight allowance as in 2nd filing, May 28, 1934.

9th Filing *

Received March 25, 1935 Effective April 4, 1935 Revision of prices of 4 types from 2nd filing, May 28, 1934 - 1 type new filing. Terms and freight allowance the same as 2nd filing, May 28, 1934.

10th and last filing

Received May 7, 1935 Effective May 17, 1935. 2 new types superseding 2 old types of the same numbers. New type, Class A. Old type, Class B. Also in Class A, 2 new types in place of 2 old types of the same number. Discounts: As 8th filing January 31, 1935. Freight allowances and terms same as 2nd filing, May 28, 1934.

COMPANY #51

Received February 7, 1934 Effective February 7, 1934. Illustrated and descriptive pages of various products, with list Discount Schedule:

	Class A	Class B
(1) Stocking Disbributor	30%	30(*)
(2) Non-stocking Distributor	15	15(*)
(3) Consumer & User,		44
Individual orders,	Net	Net_
Lots 5 to 9	10%	net
" 10 or more	15	· net

(*) Except Saw blades and abrasive discscarry - 15% to #1 10% to 2 Net to 3

COMPANY #51 (Continued)

2nd Filing

Received May 31, 1934 Effective June 10, 1934.

Revised line of types.

Old styles, 18 types.

New styles, 9 types.

9 discontinued.

3rd Filing

Received June 4, 1934 Effective June 14, 1934. Price sheet D-6134 cancels and supersedes prices on drills and grinders, as 1st filing.

4th and Last Filing

Received August 6, 1934 Effective August 16, 1934. Schedule of discounts:

								Clas	SS.	<u>A.</u>	Class B
1.	Authorized	1 5	Stockin	ng :	Dist.			- 30	% OI	r less	30% or less
2.	, Nor	1— S	Stocki	ng :	Dist.			15	or	less	15 or less
3.	Customers	&	Users	on	order	1	t'o	4 too.	ľ,	list	· list
	11	11	tt.	11	11	5	to	9 11	10	or less	10 or less
	tt į	11	11	11	it.	10	or	'more"	15	or less	15 or less

Customer discounts apply also to all departments of the U. S. Government, as well as State, County and Municipal Government, and educational institutions, and in addition a further discount may be extended of 15%. This 15% is to conform with Presidential Modification of Executive Order #6646.

Terms: 1% or less for payment 10 days prox.

FOB Plant, except to U. S. Government, State, County, Municipal Governments, and educational institutions --FOB Destination point.

COMPANY #54

1st Filing

Received February 9, 1934 Effective February 7, 1934.

Price Sheet for Catalog #33, dated October 26, 1933, showing classification of product.

Discount Schedule: Stocking Non-Stocking

4	Jobbers.	Jobbers
Class A-	On 4 or more assorted tools	
	after initial order is placed30-5	
	On orders for less than 4 tools 30	25%
В-	25	25
C-	25	25
D-	60	40
ø.	50	40

Terms: 2% 10th prox., or 2%, 10 days, net 30 FOB Plant. Class A - allowed on 100 lbs. or more.

COMPANY #54 (Contid)

2nd Filing

Received March 30, 1934.......Effective April 15, 1934.

A general price list the same as in 1st filing.

Discount Schedule, cancelling 1st filing---

•	Stocking Dist	. Non-Stocking Dist.	Consumer
Class A*	30%	15%	0
3*	25	15	0.
C*	20	20	0
D*	40	15	0
E**	40	15	0
Replacement			
Parts A	30	.15	

- * Apply to own classification of product and approximately the same as classification in NEMA Code.
- ** Apply to own classification.

Terms: 2% cash 10 days, net 30 or EOM.

FOB Plant - Class A - 100 lbs. or more allowed.

Quotations to departments of the U. S. Government, State, County, and Municipal Governments - net list; freight prepaid to destination.

Note: All industrial quantity purchase agreements now in effect will be permitted to expire and will not be renewed.

No new contracts of this kind will be written.

· 3d Filing .

Terms and freight same as 2nd filing.

4th Filing

5th Filing

Received Sptember 4, 1934.

Addition to price file, 2nd filing, April 15, 1934.

Navy specifications on electric drills #40-TCE.

3 types of drills built to Mavy specifications.

Terms: 5% cash 10 days, freight paid to destination.

COMPANY #54 (Cont'd)

5th Filing (Cont'd)

An extra 10% discount to stocking distributors who resell the Navy Department on the basis of the net prices listed. Also additions to Schedule of discounts, 2nd filing.

Discounts applicable to all Departments of the U. S. Government, State, County, Municipal Governments, and institutions operated by general taxation and industrial accounts for use on production. Class A - 30%

B - 25

C - 20

6th Filing

Price changes on 10 types, new filing on one type. All at list prices subject to Class A discount.

7th Filing .

Illustrated and descriptive sheets on three types, with one new filing, new type.

List price subject to Class A discount.

Terms and freight allowance as before.

8th Filing

Additions to the line, 3 types, list prices.

Same terms and discounts as Class A, 2nd filing, April 15, 1934.

9th Filing

Maximum discounts allowed stocking distributors, Classes A.B.C. and D. Discount Schedule:-

	Stocking Dist.	 Non-Stocking Dist.
Class A	30%	15%
B	25	· 15
. С	20	20
D.	· 40	15

Cancels discount sheet, 5th filing, Sept. 14, 1934 for all departments of Federal and Local Governments and institutions operated by general taxation.

COMPANY #54 (Contid)

10th Filing

Received April 6, 1935 Effective April 17, 1935.

Reduction in price, one type, 8th filing, November 30, 1934. Subject to Class A discount. - Second Filing April 15, 1934. Terms and freight allowance same as 2nd filing, April 15, 1934.

COMPANY # 55

lst Filing

Received June 27, 1934......Effective June 27, 1934.

Illustrated and descriptive pages, one type, list prices subject to jobbers discount - 40%

Dealers discount - 303

Terms: None F.O.B. Plant.

2nd Filing

Received July 13, 1934 Effective July 23, 1934. Addition to 1st filing.

Terms: 5% cash with order, 5% cash 10 days, 30 days net.

3d Filing

Terms: No change from 2nd filing, July 23, 1934.

F.O.B. Plant.

COMPANY #56

1st Filing

Received February 7, 1934......Effective February 26, 1934.

COMPANY #56 (Cont'd)

lst Filing (Cont'd)

With corrections and revisions in list 34 applying to 1934 Catalog. Price corrections — four types showing reductions in price. Note: These revisions are to apply only to quotations and sales to Federal & Local Governments and educational institutions and will not apply to quotations and sales to customer.

This price list discount schedule superseded any previously issued. All consumers at list price only.

Federal and Local Governments and educational institutions are defined as customers - No quotations or sales below list.

Terms: 2% cash, 10 days or EOM.

FOB Plant; freight prepaid on shipments of 100 lbs. or more.

2nd Filing

Received June 29, 1934.......Effective July 9, 1934. Corrections, revisions and additions to 1st filing price list #34, showing certain decreases and certain increases in prices.

3d Filing

Received September 14, 1934...... Effective September 24, 1934. Revisions and additions in price list #34, 1st filing.

4th Filing

5th Filing

6th Filing

COMPANY #56 (cont'd)

7th Fili:

8th Filing

Received January 10, 1935..............Effective January 21, 1935.

Price revision, one type, price reduced.

No change in terms or discounts from 1st filing.

9th Filing

10th Filing

11th Filing

COLPANY #58

1st Filing

Received February 8, 1934.................Effective February 7, 1934. General price list on tools, Classes A and B. Discounts:

		Stocking	Non-Stocking	Own	All
		Dist.	Distributors	Branches	Distributors
1.	Tools	30%	15%	37%	
2.	Accessories	30	15	37	
3.	Repair Parts	S		20	15

No discount to consumers or users.

Terms: 2% 10 days, net 30.

FOB Plant, allowed Pacific Coast Dist.

COLPANY #53 (cont'd)

2nd Filing

		Stocking Dist.	Non-Stocking Distributors	0 n Branches	All Distributors
1.	Tools Accessories	30% 30	15% 15	37% 37	
3.	Remair Parts _			20	15%

Terms: 2% 10 days, net 30.

FOB Plant, allowed Pacific Coast Dist.

3rd Filing

APTENDIA A - PART 13-C

PAMELBOARDS

Chronological Summary of

Price Filings

CHRONOLOGICAL SUMMARY

OF

PRICE FILINGS IN PANEL GROUP ELECTRICAL MANUFACTURING INDUSTRY

Company No. 1

- 1. Filed 12/5/53 Effective 12/6/33 Schedule No. 1
- 2. Filed 1/19/34 Effective 1/18/34 Schedule No. 7
- 3. Filed 2/12/34 Effective 2/22/34 * Schedule No. 8

Company No. 2

- 2. Filed 1/8/34 Effective 1/8/34 Schedule No. 7
- 3. Filed 2/12/34 Effective 2/2/34 Schedule No. 8
- 4. Filed 8/13/34 Effective 8/16/34
 - (a) Information for use in figuring combination panel boards.
 - (5) Reduction in lists for branch circuit breakers and spaces 600 volt A.C. and 250 volt D.C. \$5.00.

Company No. 3

- 2. Filed 1/18/34 Effective 1/28/34 Schedule No. 7
- (*) Schedules are contained in Appendix.

Company No. 4

1.	Filed 12/4/33 Effective 12/6/33 Schedule No. 1
2.	Filed $1/5/34$
	Compony No. €
1.	Filed 12/7/33 Effective 12/6/33 Schedule No. 1
2.	Filed 1/17/34
3.	Filed 2/27/34 Effective 3/9/34 Schedule No. 8
	Company No. 6
1.	Filed 12/6/33 Effective 12/6/33 Schedule No. 1
2.	Filed 1/2/34 Effective 1/12/34 Schedule No. 1
	Eastern Territory up 30 and Western Territory down 25 on lists.
3.	Filed $9/6/34$ Effective $9/16/34$ Schedule No. 9
4.	Tiled 10/4/34 Effective 10/20/34 See Company No. 2, Filing No. 4, Part (a).
ô.	Filed 10/10/34 Effective 10/20/34 See Company No. 2, Filing 4, Part (b).
	Company No. 7
1.	Filed 12/5/33 Effective 12/6/33 Schedule No. 1
2.	Filed 1/2/34 Effective 1/8/34
	CIRCUIT BREAKER AND FEEDER TYPES
	west <u>East</u>
	1. 35 > 40; 50; 50; 50; 50; 50=10 (16)%

Note 1: Class 3 Customers purchasing Circuit and Feeder Type Boards and Cabinets for stock received additional 65 discount.

and the second of the second o

ALL TUMBLER SWITCH AND FUSED TYPES

	West	 	East
1.	37%		42%
2.	475		52%
3.	47-10 (16)%		52 (16)%*

*Note 1.

3. Filed 2/5/34 Effective 2/4/34

CIRCUIT BREAKER TYPE .

West		East
1. 30% 2. 40% 3. 40-10	(16)%	 35% 45% ·45-10 (16)*
*Note 1.	•	

4. Filed 2/9/34 Effective 2/9/34

COMBINED SWITCH AND FUSE CONVERTIBLE DISTRIBUTION PANELS AND CABINETS

	West					East
		•	•	 ٠.		
1.	35%					
2.	45;=					50%
3.	45-10		•	•		50-10%

- See Company No.2, Filing No. 4, Part (a).
- 6.

Company No. 8

- 1. Filed 12/6/33 Effective 12/6/33 Schedule I A.
- 2. Filed 2/19/34 Effective 2/29/34 Schedule IX
- Filed 11/7/34 Effective 11/17/34 See Company No. 2, Filing No. 4, Parts (a) and (b).

Company To. 9

1.	Filed 12/6/33 Schedule I.	Effective	12/6/33
2.	Filed 1/30/34 Scnedule VII A.	Errective	3 / 9/34
3.	Filed 3/16/34 Original file of prices of list and net to distribut discount.	n midget fuse panel	.S
4 .	Filed 3/26/34 Correcting 2 items in File and decreasing in other differential.	e No. 3 increasing	one net
	Company	No. 10	
1.	Filed 12/6/33 Schedule I.	Effective	12/6/33
2.	Filed 6/4/34 Schedule VIII.	Effective 6	5/14/34
	Company	i√o. 11	
1.	Filed 12/6/33 Schedule I.	Effective	12/6/33
2. /	Filed 1/2/34	Effective (Discount)	1/8/34
3.	Filed 1/4/34	Effective	1/8/34
	FUSIBLE !	PANELS	
	East	West	
	44 45	373	
	525 52-10 (16)3	475 47-10	(16)4
			(-0)
	CIRCUIT BREAKE	A TIPE PANEDO	
	<u>East</u>	West	·
	40°,3	35% 45%	
	40% 50-10 (16)%		(16)%
4.	Filed 2/2/34	Effective	e 2/5/34

FUSIBLE LIGHTING PANELS

	East West
	42%, 37%, 47%, 47%, 47-10 (16)%
	FUSIBLE DISTRIBUTION PANELS
	East West 35°, 45°, 45°, 45-10 (16)°, 50-10 (16)°.
	CIRCUIT BREAKER TYPE PANELS
	East . West
	35% 30 30 30 40% 40% 40-10 (16)%
5.	Filed 8/13/34 Effective 8/16/34 Prices on circuit breaker type panels - See Company No. 2, Filing No. 4, Part (b).
	Company No. 12.
1.	
	Company No. 13.
1.	Filed 12/6/33 Effective 12/6/33 Schedule I.
2.	Filed 1/29/34
	Company To. 14.
1.	Filed $12/6/33$ Effective $12/6/33$ Schedule I.
2.	Filed $3/12/34$ Effective $3/22/34$ Schedule VIII.
	Company No. 15.
1.	Filed 12/4/33 Effective 12/6/33 Schedule I.

۵.	Schedule 7 A.
	Company Fo. 16
1.	Filed 12/6/33 Effective 13/6/33 Schedule I.
3•	Filed 2/16/34 Effective 2/26/34 Schedule IX A.
	Company No 17.
1.	Filed 12/6/33 Effective 12/6/33 Schedule I.
	Company No. 18.
1.	Filed 12/5/33 Effective 12/6/33 Schedule I.
2.	Filed 12/28/33 Effective 1/8/34 See Company No. 11, Filing No. 2
3.	Filed 1/25/34 Effective 2/4/34 See Company No. 7, Filing No. 3.
4.	Filed 4/27/34 Effective 5/7/34 See Company No. 1, Filing No. 4.
5.	Filed 9/20/34 Effective 10/1/34 See Commany No. 2, Filing No. 4, Part (b).
ŝ.	Filed 9/27/34 Effective 10/8/34 See Company No. 2, Filing No. 4, Part (b)
	2 10
	Company Mo. 19.
1.	Filed 12/6/33 Effective 12/6/33 Schedule II.
3.	Filed 1/29/34 Effective 2/8/34 Scaedule VII.
	Company No. 20.
1.	Filed 12/6/33 Effective 12/6/33 Schedule III.
3.	Filed 12/28/33

- 5. Filed 2/8/34 Effective 2/18/34 Schedule VIII.

- 10. Filed 5/4/35 Effective 5/24/35 Extending additional 6% discount to distributors for stock on special features.

Company No. 21.

- 2. Filed 1/4/34 · · · · · · · Effective none · Schedule 7 A ·

East	West
10%	35%
50%	45%

Company No. 22.

ALL PRODUCTS

East	West
40%	35%
50%	45%
50–1.0%	45~20%

Terms 5% 10th prox net 30. Shipments the 25th billed on first of following month. Delivery Net F.O.B. point of shipment. Freight allowed to destination standard rail points in U.S. 100 lbs. and over.

Mote: Manufactures short line of about 6 types.

- 2. Filed 11/21/34 Effective 12/1/34 Filed 6 additional items.
- 3. Filed 12/6/34 Effective 12/6/34 Clarify terms to 5% 10th prox, 25th net.
- 4. Filed 5/22/55 Effective 4/1/35 Filed new items, also filed price of \$1.60 for providing Toggle Switches and Branch Circuit Lighting Panels.

Company No. 23.

- 1. Filed 12/6/33 Effective 12/6/33 SCHEDULE IV.
- 2. Filed 1/5/34 Effective 1/8/34

LIGHTING AND FEEDER DISTRIBUTION PARELS FUSIBLE

Standard Schedule	Alternate Schedule
40%	42%
50%	52%
50-10%	52-10%

Note: All other products SCHEDULE IV.

3. Filed 7/26/34 Effective 8/6/34 SCHEDULE 7 A.

SCHEDULE 7 A.

DISCOUNTS

					East	of Rock	7 Mits.	West o	of Rock	y ilts.	
					Class	Class	Class	Class	Class	Class	
					I	ΙΙ	III	I	II	III	
Page	4	except	HAB	3							
		and AB	2								
tf	5	except	MAB	4							
		and AB	3								
1f	6	except	AB	3N	42%	52%	52-10%	40%	50%	50-10%	
9822		_			,	•	,	•	·	,	

SCHEDULE VII A

DISC	OUNTS:		3 854	W	20-1 1/4-	
					Rocky Mts.	
		I Ulass Ula	ass Class	T T	IASS CIASS	
E = #0	4 except NAB 3		11 111		<u> </u>	
rige	and AB 2			•		
11	5 except NAB 4					
	and AB 3	42	52 52-10	40	50 50-10	
11	6 except AB 3N		52% 52-10%		475 47-10%	
tt	7 except when	12,0	0.0,0 02 20,0			
	used with		*		*	
	NAB 3, AB 2,	•	- ,	•	•	
	NAB 4, AB 3,		ŧ			
	and AB 3N.	40 -	50 50-10	39	48 48-10	
Page	10 Feeder Panels	4.0%	50% 50-10%	35%	45% 45-10%	
ii .	11 Combined Switch	·	•			
	& Fuse Type		*		*	
Page	4 Only NAB 3 and					
	AB 2					
11	5 Only NAB 4 and					
	AB 3					
ti ti	6 Only AB 3N	35	45 45-10	3 S	43 43-10	•
	7 (m) whan need	.55	45 45-11			
	7 Only when used	· • • • • • • • • • • • • • • • • • • •	150 15 100°			
	with NAB 3,	35%	45% 45-10%	30%	405 40-10%	
	with NAB 3, AB 2, NAB 4,	35%	45% 45-10%	30%		
11	with NAB 3, AB 2, NAB 4, AB 3 and AB 3N	35;	45% 45-10%	30%	405 40-10%	
11	with NAB 3, AB 2, NAB 4, AB 3 and AB 3N 8 Circuit Breaker	35%	45% 45=10%	30%	405 40-10%	
11	with NAB 3, AB 2, NAB 4, AB 3 and AB 3N 8 Circuit Breaker 9 Narrow Distri-	35%	45% 45-10%	30%	405 40-10%	
	with NAB 3, AB 2, NAB 4, AB 3 and AB 3N 8 Circuit Breaker 9 Narrow Distribution Panel-	35%	45% 45=10%	30%	405 40-10%	
	with NAB 3, AB 2, NAB 4, AB 3 and AB 3N 8 Circuit Breaker 9 Narrow Distri-	35%	45% 45=10%	30%	405 40-10%	

^{*} Note on Class III discounts, these discounts (52-10, 47-10, 50-10, 45-10, 40-10%) will be changed to 52-16, 47-16, 50-16, 45-16, 40-16% respectively, on standard list catalog numbers of these types of panel-boards when the jobbers ship from stock either all or part of such panelboards to the purchaser and such discount applies only on the panelboards to which his stock snipments apply.

SCHEDULE VII A (cont.)

DISCOUNTS:

			Class	Mts. Class	West of Class I		
Page	7 except when used with NAB 3, AB 2, NAB 4, AB 3, and AB 3N.			*			*
Page	10 Feeder Panels 11 Combined Switch & Fuse Type	40%	50%	50-10 ⁵	39%	48%	48-10%:
11	4 Only NAB 3 and AB 2 5 Only NAB 4 and AB 3 6 Only AB 3N 7 Only when used						
tt tt	with NAB 5, AB 2, NAB 4 AB 3 and AB 3N 8 Circuit Breaker 9 Narrow Distri- bution Panel- Boards and Cabinets	3 5 ^c ,	455	45-10% *	335	43%	4310% *

^{*} Note on Class III discounts: Instead of 10% 16% will be allowed on standard list catalog numbers of these types of panelboards when 'jobbers ship from stock all, or part, of such panelboards to the purchaser and such discounts apply only on the panelboards to which his stock shipments apply. All other terms as per Schedule II.

Also adds prices on new features. Reduces price about \$10.00 on one special feature.

Company No. 24.

1.	Filed 12/6/33 SCHEDULE V.		· · · Effe	ective 12/6/33				
2.	Filed 1/8/34 Following discounts Wyoming, Colorado, a	apply east of th		ective 1/8/34 boundaries of Montana	ì,			
	Lighting panels	42,	52%	52 – 10 (16)5				
	All others	40%	50%	52-10 (16)5				
	Note: All other ele	ements as per SCH	EDULE V.					
3.	3. Filed 2/8/34 Effective 2/18/34 Reduce list prices for lighting panels with over current protective device in one leg 3 wire 125 to 250 volt mains and 3 wire 125 volt 2 pole branches, 6, 8, and 10 circuits.							
	Additional price for	Saflex 600 amp.	mains.					
4.	Filed 2/2/34 SCHEDULE V except:		Effe	ective 1/12/34				
	The following applied of the states of Mor			the eastern boundaried New Mexico:	les			
	LIGHT	TING PANELBOARDS FUSE AND NOFU		CTS				
	40°,5	50%	50-10	(16)%				
	NOFUZE NARROW	DISTRIBUTION PAN	ELBOARDS A	ND CABINETS				
	400	50%	50-10	(16)%				
	CONVE	RTIBLE DISTRIBUTÍ	ON PANELEC	DARDS				
	40%	50 ^c ;	50-109	/ 2				
5.	Filed 5/5/34		E:	Ffective 5/12/34				
	LIGH	HTING PANELBOARDS FUSE AND NOF		JETS				
	42,5	52%	52-10	(16)%				
	NOFUZE NARROW	DISTRIBUTION PAN	ELBOARDS A	AND CABINETS				
	40-55	50-5%	50-10-	-5(²)				

CONVERTI	BLE DISCRIBUT	ICN PANELBO	ARDS			
35.,	45%	45-10 (16	6)%			
Other elements as per S	SCHEDULE V.					
6. Filed 5/23/34		· · I:	ffective 5/25/34			
LIGHTI	NG PANELBOARD FUSE AND NO		ETS .			
425	525 · · ·	. 52-10 (16	6)5 .			
NOFUZE MARROW DIS	STRIBUTION FAI	NELBOARDS AI	ND CABINETS			
40°;	50%	50-10 (16	· 6)%			
CONVERTIE	BLE DISTRIBUT	ION PANELBO	ARDS			
35%	45%	45-10 (18	6) <i>c</i> i			
All other elements as I	per SCHEDULE	·				
7. Filed 8/16/34						
8. Filed 12/17/34 Information regarding of Prices unchanged.			ffective 12/27/34			
	Company No.	25.				
1. Filed 12/7/33 SCHEDULE V A.		E	ffective 12/7/33			
LIGHTING PANEI	is	C:	IRCUIT BREAKER PANELS			
	Eas	<u>t</u> .				
42% 52% 52-10 (16	; ;;;		· · 40分 50分 50—10(16)分			
LIGHTING PANEI	is	· c:	IRCUIT BREAKER PANELS			
	<u>We</u> :	<u>st</u>				
37% 47% 47-10 (16	s) %	•	35% 45% 45~10 (16)%			

Note: All others SCHEDULE V A.

3.	Filed 1/22/34	destinat	ion) lbs.	or
	over.		,			
4.	Filed 2/8/34	Effecti	.ve·2/18	8/34		,
5.	Filed 5/7/34	Effecti	ive 5/1	2/34		
6.	Filed 5/23/34	Effecti	ive 5/2	5/34		
7.	Filed 8/27/34	Effect:	lve 9/6	/34		
8.	Filed 1/2/35	Effecti ation p	ive 1/12 rices as	2/35 s per Co	ompany	No.
9.	Filed 3/13/35	Effect	ive 3/1	3/35		
	<u>West</u>	• .	•			
	Lighting Panels	37%	475	4710	(16) ;	
	Convertible Distribution Panels	- 35/3	45 ,	45-10	(16);	
	Circuit Breaker Panels	305	40%	40-10	(16)5	
	· East					
	Lightling Panels	42/2	525°	- 52-10	(16)3.	
		40.5				
		•		45-10		
	Circuit Breaker Panels Company No.	,	40/9	40⊶10	(10),5	
			/ -	1		
1.	Filed 12/6/33				and sa	me
2.	Filed 12/14/33		ve - no	ne.		
3.	Filed 1/9/34	Effecti	ve 1/8/	34		
4.	Tiled 2/6/34	Effecti	ve 2/8/	34		

PANELBOARDS

APPENDIX

PANELBOARDS SCHEDULE #1

Under heading "Special Additions" change paragraph covering combination of single and 2 pole breakers or single and 2 pole tumbler switches to read as follows:

Lighting Panels with combination of 1 & 2 Pole circuits. To obtain price for panels having combinations of single and two pole circuit breakers, or combinations of single and two pole circuits, multiplied by two. With this equivalent number of single pole circuits, price in the regular manner and add 5%. For panels having combinations of single and two pole circuits under one door opening, but fed from separate bus bars, proceed to price as per the foregoing information and add to the price obtained \$6.00 list for each split in bus bars required. For panels having combinations of single and two pole circuit breakers, but fed from separate bus bars, with each section under separate door, figure each section as a separate panel with its individual cabinet and main connection.

Note: Combinations having over 42 pole units must be split up and priced as separate panels under separate doors.

Add the following items:

There standard panels are to have split buses add \$6.00 list for each split.

Space to be added for additional circuits:

Figure the panel on the basis of the total number of circuits including panelboard circuits, and make the following deductions:

		(T LOTE	95.00
(a)	For circuit breaker panels	(2 Pole	8.00
		(3 Pole	13.00
(b)	For tumbler switch and fuse		
	panels deduct (per pole)		1.50

For combination pacels having some circuits tumbler switched and some with fuses only in branch circuits, requiring only one door opening, list prices should be determined by figuring the panel as occupying the same space as an equivalent panel with tumbler switchesin all circuits, less a deduction of \$1.00 list each for each tumbler switch omitted. If split bus bars are required between two dections, add \$3.00 list as per above.

SCHEDULE 1

TERMS:

25 Cash 10 days from date of invoice, or There the number of invoices handled with a particular customer are of sufficient quantity, the following is general practice:

2% Cosh or the 10th and 25th covering invoices rendered from the 16th through the 31st, and from the 1st through the 15th, respectively.

The above is provided no past-due items remain unpaid-otherwise net 30 days.

DELIVERY:

Net, F.O.B. point of shipment with freight allowed to all standard rail points in U. S. A. on shipments weighing 100 lbs. or more.

DI SCOUNTS:	East Longitude 1100	West of Longitude
		,
Class I users	. 40%	35%
Class II users	. 50%	45%
*Class III users	. 50 - 10%	50 - 45%

CLASS I USERS:

a. Includes all purchasers not included under Classes II and III below; this classification consisting of a larger number of small users over a scattered location who have none or only limited engineering facilities and are the logical field of sale by the industrial electrical contractor.

CLASS II USERS:

- a. Includes all electrical contractors and electrical contractor dealers.
- b. Includes all users who continuously maintain an electrical maintenance and installation department.
- c. Includes all Machinery Manufacturers who produce from their own or controlled patents, a complete electrically operated product to be equipped with panels as integral attached or detached parts, and sold as complete electrically operated units.
- d. Includes all Federal, State, and Municipal Governments.
- e. Includes all educational institutions.

CLASS III USERS:

a. Includes all electrical wholesalers as defined in separate definition of "Electrical Wholesaler."

DEFINITION OF TERM "ELECTRICAL WHOLESALER"

The term "Electrical Wholesaler", known in the industry as a distributor or jobber, is defined to mean a person, firm or corporation performing the functions hereinafter mentioned, not less than 75% of whose total annual electrical business is the purchasing and reselling of electrical products (exclusive of second-hand products) to dealers for resale, to electrical contractors, to steam and electric car railroads, to electric utility

^{*} A discount of 50-16% east of longitude 110°, and a discount of 45-16% west of longitude 110°, will be allowed on standard list catalogue numbers of these types of panelboards when the jobbers ship from stock either all, or part of such panelboards, to the purchaser and such discounts apply only on the panelboards, to which his stock shipments apply.

SCHEDULE 1 (Continued)

companies, to Federal and State Governments and Municipalities, to industrial companies which have electrical maintenance departments and to manufacturers requiring electrical materials in the fabrication of their products.

Provided, however, such person, firm or corporation performs the following functions, but does not perform such wholesale functions merely to secure wholesale prices for the benefit of allied persons, firms or corporations.

- 1. Maintains and warehouses a stock of all such standard electrical products sufficient to adequately serve the electrical requirements of his customers.
- 2. Maintains a showroom to properly display products for the benefit of the trade.
- 3. Maintains delivery service and facilities for pick-up service.
- 4. Maintains a selling organization trained to promote, specify and quote on electrical products and to properly handle matters of service with his customers.
- 5. Extends justified credit to the buyers within his territory upon reasonable terms.

SCHEDULE 1 A

DISCOUNTS:	East of Longitude 1100	West of Longitude 1100
Class A Users	40-5,5	35-5%
Class B Users	· 50 - 5%	45-5%
Class C Users	50 - 10-5%	45 - 10-5%

TERMS:

23 Cash ten days from date of invoice, net 30 days.

DELIVERY:

Met, F.O.B. New Bedford, Massachusetts, with freight allowed to all standard rail points in the U.S.A. on shipments weighing 100 pounds or over.

CLASSES A - 3 - C Users same as I - II - III Users.

S LILICIEDS

		<u>6091100111</u>	1 2			
		For All U.S. East of Longi			All U. S. Ten of Longitude	
Apparatus Fuse only Tumbler Switch & Fuse, an Nofuse Lighting		Resale and Large Users	Elect. Whole.	Trade Disc.	Resale and Large Users	Elect Thole.
Panelboards and Cabinets	40%	50%	**50 - 1.0	35%	45%	**45-10%

^{**}Foot note on next page.

For All U. S. Territors

SCHEDULE 2 (Continued)

	East of Longitude 1100 West of Longitude 1100						
Apparatus .	Trade	Resale and Large Users	Dlect. Whole.	Trade	Resale a	and Elect. sers Thole.	
Nofuze Farrow Distribution Panel . Boards & Cabinets.	40%	50;0	**50-10%	35%	45%	**4510%	
Pofuze Convertible Distribution Panel Boards	40,3	. 50%	50-10%	35 <i>/</i> 3	45%	45~10%	
Combined Sw. & Puse Convertible Distri- bution Panel Boards	40/3	50%	50-10%	35 <i>\\</i>	45%	45-10%	

Terms

Terms are net thirty days, from date of invoice; or 2% cash ten days, provided no past due items remain unpaid on the basis of settlement twice a month - that is, invoices from the lst to the 15th on or before the 25th; invoices from the 16th to the last day of the month, on or before the 10th of the following month.

Delivery

Tet F.O.B. Point of Shipment with freight allowed to all standard rail points in the U.S.A. on shipments

weighing 100 pounds or over.

Express and Parcel Post Shipments

For All U. S. Territory

All Express Shipments will be shipped collect, but there will be deducted from the invoice, covering shipments of 100 pounds or more, an amount equal to the freight which would have been allowed if freight shipment had been made instead.

Parcel Post Shipments strictly F.O.B. Point of Shipment regardless of weight.

^{**} A discount of 50-16% East of Longitude 110° and a discount of 45-16% West of Longitude 110° will be allowed on standard list catalogue numbers of these types of panel boards when the jobber ships from stock either all or a part of such panel boards to the purchaser, and such discount applies only on the panelboards to which his stock shipments apply.

SCHEDULE 3

TERMS:

2% Cash discount ten days - net 30 days when the sale of standard lighting and power distribution panelboards, with enclosing steel cabinets, is the only material involved.

Where the lighting and power distribution panelboards constitute only a portion of a proposal, covering other items of material, then the terms may be modified to be the same as the terms applicable to the other classes of material involved or shall be in accordance with terms of payment which may be outlined as part of a customer's specifications, but in no case shall the cash discount be greater than 2% - ten days.

DELIVERY:

Net f.o.b. point of shipment with freight allowed to all common carriers! free delivery points in the U.S.A. on shipments weighing 100 pounds or over.

DISCOUNTS:

	STANDARD	*PACIFIC COAST POINTS
Class I Users	40%	35%
Class II Users	50%	: 45%

SCHEDULE 4

	Standard Schedule	Alternate Schedule
TERMS:	5% - 30 days net 60 days	23 - 10 days net 30 days
Class I Customer:	39%	40%
Class II Customer:	48%	50%
Class III Customer:	48% - 10%	50% - 10%

DELIVERY:

Het f.o.b. point of shipment with freight allowed to all standard rail points in U.S.A., East of longitude 110°, on shipments weighing 100 lbs. or over.

^{*} Pacific Coast points include Arizona, California, Idaho, Montana, New Memico, Nevada, Colorado, Oregon, Utah, Washington, Wyoning.

			the States of
	Lontona, Wyer	ming, Colo	rado, New Mexico.
	Consumers	Resale an	d Electrical
	Discount	Large Use	r Wholesaler
Lighting Panelboards and Cabinets			
(Fuse and Mofuse Types)	40,5	50%	*50 - 10;
Nofuse Markow Distribution Panel-			
boards and Cabinets	40 >	د ,00	*50 - 10,
Convertible Distribution Panelboards		,	
(Safle:, Saflex Jr. & Nofuse Tynes)	40 0	در0د	50 - 10
- Prices and discounts are subj	ect to change	e without	notice -

For all U.S. Territory East of the

TERIS: Where the number of invoices handled with a particular customer are of sufficient quantity, the following is practice:-2; Ossa on the 10th and 35th covering invoices rendered from the 16th through the Slst, and from the 1st through the 15th respectively. The above as provided no past due items remain unpaid - otherwise net in not to excee. 50 days from date of invoice.

DELIVERY: Het F.O.B. Point of snipment with freight allowed to all standard rail points in the U.S.A. on shipments weighing 100 lbs. or over.

EXPRESS AND PARCEL POST SHIPMENTS: All Express snipments will be shipped collect, but there will be deducted from the invoice, covering shipments of 100 lbs. or more, an amount caual to the freight which would have been alloyed if freight shipment has been made instead. Parcel Post Shipments strictly F.O.B. Point of Shipment regardless of weight.

CLASSES OF PUFCHASERS

CONSULTES: This discount applies to all purchasers not included under clasces below.

RESALE AND LARGE USERS: These discounts apply to:

- (E) Electrical Contractors
- (b) Electrical Contractor Dealers
- (c) Central Stations and Holding Companies when purchasing for resale.
- Educational institutions
- (rì) (e) Federal, State, County or Municipal Governments
- machinery Manufacturers who roduce from their own or controlled patents a complete electrically operated product to be equipped with this apparatus for use with such machines or appliances as integral attached or detached parts and seld as complete electrically operated units.
- (_) All users who continuously maintain an Installation De-
- (*) A discount of 50 - 165 will be allowed on standard list catalog numbers of these types of panelboards when the distributor ships from stock either all or a part of such panelboards when the distributor ships from stock either all or a part of such panelboards to the purchaser, and such discount applies only on the banelboards to which his stock shipments apply.

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SCHEDULE 5 (Continued)

partment for the installation and maintenance of electrical equipment.

ELECTRICAL WHOLESALERS: These discounts apply to Distributors.

SCHEDULE 5A

West of the Eastern Boundary of Montana, Wyoming, Colorado and New Mexico:

Distributors · 45 - 10%

Contractor dealers, federal, state, county and Municipal government 45%

Public Utilities, educational institutions, electric and steam railroads and all other industrials maintaining their own electrical departments 45%

East of the Eastern Boundary of Montana, Wyoming, Colorade and New Herico:

Distributors who carry a stock when shipped for their stock - 50 - 165.

Distributors on orders shipped from factory to their customers - 30 - 162.

Contractor dealers, federal, state, county and Municipal governments - 500.

Public Utilities, Educational institutions, electric and steam railroads, and all other industrials maintaining their own electrical departments - 50%.

NOTE:

West of the Eastern Boundary of Montana, Colorado and New Herico - On all contract or negotiated jobs shipped from factory, the distributors discount will be - 45 - 105.

The same applies east of the Eastern Poundary of Montana, Tyoming, Colorado and New Mexico except that the dealers discount is 50% and the distributors discount is 50 - 10%.

All prices F.O.B. factory with freight allowed on shipments of two hundred pounds or more.

Terms: - 2% discount if paid on the 10th of the month fellowing date of billing.

For All U.S. Territory East of Eastern BoundariesWest of Eastern Bounof Mew Mexico, Colorado, daries of New Mexico, Wyoming and Lontana

For All U.S. Territory Colorado, Wyoning, Miontana and El Paso, Texas.

APPARATUS Fuse only Tumbler	Trade Disc.	Resale and Large Users	Elect. Whole.	Trade Disc.	Resale and Large User	Elect. Whole.
Switch & Fuse, and Nofuze Lighting Panelboards and	. *					
Cabinets	40%	50%	**50-10%	35%	45%	**45-10%
Nofuze Narrow Distribution Panel Boards & Cabinets	40%	50%	**50-10%	35%	! 45%	**45-10%
Nofuze Convertible Distribution Panel Boards	40%	50%	50-10,5	35%	45%	4510%
Combined Switch and Convertible Distribu Panelboards	_	50%	50-10%	35 <i>%</i>	45%	45-10%

**A discount of 50-16% East, and a discount of 45-16% West of the Eastern boundaries of New Mexico, Colorado, Wyoming, Montana and El Paso, Texas will be allowed on standard list catalog numbers of these types of panelboards when the jobber ships from stock either all or a part of such panelboards to the purchaser, and such discount applies only on the panelboards to which his stock shipments apoly;

TERMS

Terms are net thirty days, from the date of invoice; or 2% cash ten days, provided no past due items remain unpaid, on the basis of settlement twice a month that is, invoices from the 1st to the 15th, on or before the 25th; invoices from the 16th to the last day of the month, on or before the 10th of the following month.

DELIVERY

Net F.O.B. Point of Shipment with freight allowed to common

carriers free delivery points in U.S.A. on shipments weighing 100 lbs. or over.

EXPRESS & PARCEL POST SHIPPENTS All express shipments will be shipped collect, but there will be deducted from the invoice, covering shipments of 100 pounds or more, an amount equal to the freight which would have been allowed if freight shipment had been made instead.

Parcel Post Shipments strictly F.O.B. Point of Shipment regardless of weight.

SCHEDULE 8

Trade (Class II Users) (Class I User Discount Discounts Standard Patific Coast* Standard Pacific	47% 42% 37%	45% 40% 35	40% 35% 30 is either all or a part a discount of 16% will to the panelboards
Trade (Class II Users) Discount Standard Patifi	52%	50%	45% from their stoc the purchaser, applying only
Electrical Wholesalers (Class III Users) Discounts Standard Pacific Coast*	52-10% 47-10% +	50-10% ← 45-10%	the $45-10\% + 40-10\% \neq 45\%$ 45% 40% 35% it it all 11 sers) who ship from their stock either all or a part standard list panelboards to the purchaser, a discount of 16% will %. Such increase in discount applying only to the panelboards apply.
Type of Material	All unit sectional lighting panel boards and cabinets of the plug or cartridge fuse type with or without tumbler switches and including any list additions for special features applying thereto.	All panelboards and enclosing cabinets of the feeder distribution type, using units of the combined switch and fuse type as well as all list additions for special features applying thereto.	All panelboards and cabinets of the 45-10% + 40-10% + 45% 45% 40% 3 circuit breaker type NAB4, NAB3, AB3, AB3N, AB2, circuit breaker narrow distribution type, as well as any list additions for special as any list additions for special features applying thereto. Fro those electrical wholesalers (Glass III Users) who ship from their stock either all or a features applying thereto. Fro those electrical wholesalers (Glass III Users) who ship from their stock either all or a features applying to the panelboards to the purchaser, a discount of 16% be allowed in place of the 10%. Such increase in discount applying only to the panelboards be which his stock shipments apply.

^{*} Pacific Coast Points include: Arizona, California, Idaho, Montana, New Mexico, Mavada, Oregon, Utah, Washington, Wyoming, Colorado, and El Paso, Texas.

SCIEDULE 9

DISCOUNTS East of Longitude 110°	Class of	<u>DISCOUNT</u> S Standard Terms 10%-30days	CHEDULES Alternate 2% - 10 days
	Customer	Strictly NET	Net 30 days
All Fusible Lighting	T	thereafter.	thereafter.
panels	I I·	3 <i>7,</i> 383	52%
	III	48 - 10%	52 - 10%
All Fusible Distribu-	I	35%	40%
tion panels	ΙΙ	46%	50%
	III	46 - 10%	50 - 10%*
All circuit Breaker	I	29%	35%
panels	II	40%	45%
1	III	40 - 10%	45 - 10% *

^{*} To these electrical wholesalers in Cleveland and vicinity who are allowed 10% on standard stock panelboard shipments, we will also allow 16% on similar types, of panels without requiring the wholesalers to carry a stock.

DELIVERY

Net, T. O. B. point of shipment with freight allowed to all standard rail points, in U.S.A. on shipments weighing 100 pounds or over.

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All Fusible Lighting Panels	East of Long.1100	West of Long. 110°
Class A users	42 - 5%	37 - 5%
Class B users	52 - 5%	47 - 5%
Class C users x	52-10-5%	47-10-5%
All Fusible Distribution Panels		
Class A users	40-5%	35 - 5%
Class B users	50-5%	45 - 5%
Class C users xx 4	50-10-5%	45-10-5%
All Circuit Breaker Panels		
Class A users	35 - 5/3	30 - 5%
Class B users	45 - 5/3	40 - 5%
Class C users xxm	45-10-5/3	40-10-5%

A stock material discount will apply on standard list catalog numbers of these types of panelboards when the jobbers ship from stock either all or part of such panelboards to the purchaser, and such discounts apply only on the panelboards to which stock shipments apply. Discounts

as follows:

x Discount of 56 - 16 - 5% East of Long. 110° x Discount of 47 - 16 - 5% West of Long. 110° xx Discount of 50 - 16 - 5% East of Long. 110° xx Discount of 45 - 16 - 5% West of Long. 110° xxx Discount of 45 - 16 - 5% East of Long. 110° xxxx Discount of 40 - 16 - 5% West of Long. 110°

SCHEDULE 10

All unit sectional lighting panelboards of the plug or cartridge fuse type with or without tumbler switches and including any list additional for special features applying thereto.

Any quantity.....*52-10%-Met(432)

Net

All panels of the combined switch and fuse type (COLVERTI-FUSE) and including any list additions for special features applying thereto.

Any quantity.....*50-105 (.45)

All panels of the circuit breaker type NAB3, AB2, NAB4, AE3, AB3N, including circuit breaker narrow and convertible distribution type any list additions for special features applying thereto.

Net

Any quantity.....*45-10% (.495)

AF - 1 circuit breakers only whether sold as individual breakers or for replacement.

Any quantity.....*45-16% (.462)

All other material listed under Schedule "L" not included in above.

Net Any quantity.....*50-10% (.45)

*These discounts apply only to Eastern Points. Pacific Coast Points take different discounts. Pacific Coast Points are: Arizona, California, Idaho, Lontana, New Yexico, Nevada, Oregon, Utah, Washington, Wyonning, Colorado and El Paso, Texas.

Discount sheets for these points on request.

APDIFICHAL DISCOUNTS TO BOX-STOCKING DISTRIBUTORS

On any penelboard, having a standard catalog number, which catalog number covers the entire assembly of panel, box, and front, an additional discount is available to those distributors maintaining a satisfactory stock of boxes. On orders for boxes to fit such standard catalog panels, a discount of 16% will be allowed in place of distributors 10% preferential over trade prices listed above (ie, 52-16%, 50-16%, 45-16%), provided

-969-Schedule 10, (Cont'd)

the boxes are shipped to distributors stock.

This additional discount will also be allowed on the panel and front when shipped to either distributor's stock or direct to customer to fit box already furnished from distributor's stock.

TERLIS:

2% Cash discount 10 days - net 30 days.

DELIVERY:

Fet f.o.b. factory Plainville, Conn, Ludlow, Kr., or Chicago Warehouse with freight allowed to common carriers free delivery points in the U.S.A., on shipments weighing 100 pounds or over.

All unit sectional lighting panelboards of the plug or cartridge fuse type with or without tumbler switches and including any list additional for special features applying thereto.

Any quantit*52% Net (.48)*

All panels of the circuit breaker type, MAB3, AB2, NAB4, AB5, AB3N, including circuit breaker narrow and convertible distribution type and any list additions for special features applying thereto.

Any quantity "45% Net (.55)*

AF - 1 circuit breakers only whether sold as individual breakers or for replacement.

Any quantity'....."45% Net (.55)*

All other material listed under Schedule "L" not included in above.

Any quantity"50% Net (.50)*

Discount sheets for these points on request.

^(*) These discounts apply only to Eastern Points. Pacific Coast Points take different discounts. Pacific Coast Points are:
Arizona, California, Idaho, Montana, New Mexico, Nevada, Oregon, Utah, Washington, Wyoming, Colorado, and El Paso, Texas.

SCHEDULE 10, (CONT'D)

All unit sectional lighting panelboards of the blug or cartridge fuse type with or without tumbler switches and including any list additional for special features applying thereto. Any quantity*425 (.58) All panels of the combined switch and fuse type (CONVERTIEUSE) and including any list additions for special features applying thereto. Net Any quantity*40% (.60) All panels of the circuit breaker type NAB3, AB2, NAB4, AB3, AB3N, including circuit breaker narrow and convertible distribution twoe and any list additions for special features applying thereto. Any quantity*35% (.65) AF - 1 circuit breakers only whether sold as individual breakers or for replacement. Any quantity*35% (.65)All other material listed under Schedule "L" not included in above. Any quantity*40% . (.60) (*) These discounts apply only to Eastern Points. Pacific Coast Points take different discounts. Pacific Coast Points are: Arizona, California, Idaho, Montana, New Mexico, Nevada, Oregon, Utah, ashington, Wyoming, Colorado, and El Paso, Texas.

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Discounts sheets for points on request.

APPENDIX A, PART 13d

POLE LINE HARDWARE

Chronological Record of Price Filings by Companies

POLE LINE HARDWARE AND CONSTRUCTION SPECIALTIES

PRICE FILING STUDY

The Pole Line Hardware and Construction Specialties Industry is defined by the Price Call as follows:

"Pole Line Hardware and Construction Specialties, consisting of those metal products which are applicable for usage in and with cross arms, wires and poles as used for the transmission and distribution of electrical energy and communication lines."

There are twelve companies engaged in the manufacture of some or all of the products of this industry. Six members of this industry have co-operated with each other over a period of years through being members of the National Electrical Manufacturing Association and otherwise.

The Price Call issued under date of May 23, 1934 and prices were to be filed on or before June 7, 1934. As many of the members of the industry stated that the task of compiling price lists, discount sheets, terms etc. was a large and lengthy operation and that they would not be in a position to send their filings to the Supervisory Agency by the date required in the Price Call, the effective date was extended until June 19, 1934.

This industry divided the United States into three geographical areas for the purpose of doing business. These geographical areas are respectively, Eastern Division, Western Division or Pacific Coast Division and the Arizona Division. The Eastern Division comprised all of the United States with the exception of the Western Division and the Arizona Division. The Western Division comprised the states of California, Oregon and Washington and also parts of the following states: Idaho,—Counties of Benewah, Bonner, Boundary, Clearwater, Idaho, Kootenai, Latah, Lewis, Nez Perce, Shoshone; Montana,—Counties of Flathead, Lake (northern half and Lincoln; Nevada,—all counties except Counties of Elko, Eureka, Lincoln and White Plains. The Arizona Division comprised the state of Arizona.

The following shows the number of companies making filings in the various divisions:

All three divisions - 3 companies
Western and Arizona Division - 1 company
Eastern Division - 7 companies
Western Division - 1 company

Prices, terms and other conditions of sale varied in each of the three geographical areas. However in any one area, at any given time, the prices, terms and conditions of sale of all competing companies were the same.

The following are one company's prices on the same items either at different times in the same locality or in different localities; all prices are per hundred items:

Eastern Filing effective June 19, 1934.

\$50.00 or less	\$50.01 - \$150	\$150.01 or over
74.00	64.80	61.70
61.30	53.70	51.10
67.00 .	58.60	55.80

Eastern Filing effective August 13, 1934.

\$25.00	or	less	\$ 325.01	or	over
71.70			61.70		
59.40			51.10		
64.90			53.80		

Western Division effective September 23, 1934.

Less than Standard Package	Standard Package or over
\$82,65	\$71.90
70.80	61.60 .
76.55	66.60

Arizona Prices effective November 12, 1934

Less than Standard Package		Standard Package	and	over
\$85.95		\$74.75		
76.90	•	66.90		
82.30		71.60		

It can be seen from the foregoing that the Western Division prices were higher than those in the Eastern Division, while the Arizona Division prices exceeded those of the Western Division.

Approximately the same differential in prices between the three geographical locations as snown above, prevailed on all items. The filings by members of this industry made but very few changes in the list price as originally filed for each geographical area. Most of the changes only affected terms of payment.

In conclusion, there is one fact which warrants comment. While the lest date for the filing of prices was June 19, 1934, the first filing of any company in the Western Division was not effective until September 24, 1934 and the first filing in the Arizona territory was not effective until November 12, 1934. Therefore, technically, all members of this industry were in violation of the Electrical Manufacturing Industry Code on sales made in the Western Division between June 19, 1934 and September 24, 1934, and in the Arizona Division, on sales made between June 19, 1934 and November 12, 1934. No explanation of these lapses in filing has been found.

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June 18, 1934..... Effective June 19, 1934 Original Filing

Filing applies only to Eastern Division.

Prices on: 1. Pole Line Hardware

2. Specialties

Quantity Discounts:

\$ 50.00 or less - List

50.01 to \$150.00 inclusive - approximately 121% off list

150.01 or more - approximately 16-2/3% off list.

Shipping: F.O.B. Pittsburg, Pa. or Chicago, Ill.

Terms: Net 30 days.

Distributors:

Functional Discounts: Stock shipment - 10%

Direct to Customer shipment - 5%.

Special Discounts:

5% on Standard Pole Line Hardware and 25% on Specialties to such national distributors as, - International General Electric, General Electric Supply Company, Westinghouse Electric Supply Company, International Westinghouse Company, Graybar Electric Company and the Inter-

national Standard Electric Company.

August 7, 1934.......Effective August 13, 1934
Coincident Filing to meet #5 Co. Filing.

Filing applies only to Eastern Division

Addition of Wire Holder Price Sheet.

Terms: 2%, 10 days, 30 days net. (Change in terms)

Quantity Discount: \$25.00 or less - List

25.01 and over - approximately 14% off list.

Distributors:

Terms: 2%, 15 days, net 30 days.

September 14, 1934...... Effective September 24th.
Original Filing, Pacific Coast territory.

Filing applies only to Pacific Coast territory.

Prices on: 1. Standard Pole Line Hardware

2. Specialties

3. Wire Holders

Quantity Discounts:

Less than Standard Package - List

Standard Package and over - approximately 13% off list.

Shipping: F.O.B. Oakland, San Diego, San Francisco, Los Angeles, California; Portland, Oregon; Tacoma and Seattle,

Washington.

Terms: 2%, 10 days, 30 days net.

Distributors:

Functional Discount: Stock Shipment - 15%.

Direct to Customer shipment - 72%

Special Discount: 5% on Standard Pole Line Hardware $2\frac{1}{2}\%$ on Specialties to such national distributors of electrical materials as the General Electric Supply Company

and Graybar Electric Company.

Terms: 2%, 15 days, net 30 days.

November 1, 1934..... Effective November 12, 1934
Arizona Territory Filing

Filing applies only to Arizona Territory.

Prices on: 1. Specialties

2. Standard Pole Line Hardware

3. Wire Holders

Quantity Discounts: Less than Standard Package - List Standard Package about 13% off list.

Shipping: Over 100 lbs. F.O.B. any railroad station in the State of Arizona.

Under 100 lbs. F.O.B. Phoenix, Arizona only.

Terms: 2%, 10 days, 30 days net.

Distributors:

Functional Discounts: Stock Shipments - 15%

Direct to Customer Shipment - 72%

Special Discount: 5% on Standard Pole Line Hardware and 22% on Specialties to such national distributors as the General Electric Supply Corporation and the Graybar Electric Co.

Terms: 2%, 15 days, net 30.

Filing applies only to Eastern Division

Terms: Changed to "30 days net or 25 for cash if payment is made by the 25th of the month on invoices rendered between the first and the 15th, by the 10th of the following month on invoices rendered between the 16th and the end of the month."

. Statement that "if delivered price to the consumer is desired, products will be quoted according to filed prices and discounts with freight rate added, to any point in the county to which shipment is to be made according to the rates of the counties as listed in the attached Standard Freight Rate Book". Standard Freight Rate Book.

January 18, 1935...... Effective January 28, 1935 Initiating Revision

Filing applies to Pacific Coast only.

Prices reduced approximately 8% in two specialties items.

Filing applies only to Eastern Division.

Prices on: 1. Standard Pole Line Hardware

2. Specialties

Quantity Discounts: \$50.00 or less - List

50.00 to \$150 - about 1255 off list.

150.00 or over -about 16-2/35 off list.

Shipping: F.O.B. Pittsburg, Fa, or Chicago, Ill.for shipment into the eastern zone.

Terms: Net 30 days.

Distributor:

Functional Discounts: Jobbers - Stock shipment - 10%
Direct to Customer -5%

August 9, 1934..... Effective August 13, 1934. Coincident filing to meet #5 Co., Filing.

Filing applies only to Castern Division.

Addition of Wire Holder Prices.

Quantity Discounts: \$25.00 or less - List

25.01 or over approximately 145 off list.

Terms: 2%, 10 days, not 30.

Distributors:

Terms: 2%, 15 days, net 30.

Filing applies only to Pacific Coast.

Prices on: 1. Standard Pole Line Hardware

2. Specialties

3. Wire Holders

Shipping: F.O.B. Los Angeles, San Francisco, Oakland, San Diego, California; Seattle and Tacoma, Washington; Portland, Cregon.

Quantity Discounts:

Less than Standard Package - List

Standard Package and over, about 13% off list.

Terms: 2%, 10 days, 30 days net.

Distributors:

Functional Discounts: Stock shipments - 15%

Director to customer shipments - 7%

Terms: 2%, 15 days, 30 days net.

Filing applies to Pacific Coast territory only.

Price reduced 25 in one item on Facific Coast filing.

COLPANY #2 (continued)

Filing applies only to State of Arizona.

Prices on: 1. Specialities

2. Standard Pole Line Hardware

3. Wire Holders

Quantity Discounts: Less than Standard Package - List Standard Package and over, about 13% off list.

Shipping: 100 lbs. and over - F.O.B. any freight station in the State.of Arizona.

Under 100 lbs .- F.O.B. Fhoenix, Arizona only.

Terms: 2%, 10 days, 30 days net.

Filing applies to all three divisions.

Statement that "if delivered price to the consumer is desired, products will be quoted according to filed prices and discounts with freight rate added to any point in the county to which shipment is to be made according to the rates to the counties as listed in the attached Standard Freight Rate Book."

Standard Freight Rate Book.

Standard Freight Rate Book.

Terms: Change in terms to both consumers and jobbers in all divisions to 30 days net or 2% for cash if payment is made by the 25th of the month on invoices rendered between the 1st and the 15th; by the 10th of the following month on invoices rendered between the 16th and the end of the month.

COIPALY #2 (cont'd)

February 23, 1935 Effective Harch 5, 1975.

Filing applies only to Pacific Coast Territor.

Price of one item which was increased by filing effective February 8th, decreased to price of original filing.

Company #3.

December 3, 1934 Effective December 14, 1934. Original Filing

Filing applies only to Eastern Division.

Prices on Standard Pole Line Hard are.

Shipping: F.O. Pittsburg, Pa. or Chicago, Ill.

Terms on all invoices rendered before the 1st and the 15th of each . month, 2% if paid on or before the 25th, on all invoices rendered between the 16th and the last day of each month, 27 if paid on or before the 10th of the following month, net 30 days. Jobbers:

Functional Discount: stock shipment - 10% direct to consumer 55

Terms: 2%, 15 days, net 30 days.

Filing applies only to Eastern Division.

Terms to Jobbers: On all invoices rendered between the 1st and the 15th of each month, 2% if paid on or before the 25th; on all invoices rendered between the 16th and last day of each month, 2% if paid on or before the 10th of the following month, net 30 days.

Original Filing

Filing applies only to Pacific Coast territory.

Prices on: 1. Standard Pole Line Hardware

2. Specialties

Quantity Discounts: Less than Standard Package - list . Standard Package and over, approximately 13%

off list.

Terms: 2%, 10 days, 30 days net.

Shipping: F.O.B. cars or docks San Francisco, Oakland, San Diego and Los, Angeles, California; Portland, Oregon; Seattle and Tacoma, Washington.

Distributors:

Special Discount: 5% on Standard Pole Line Hardware and 2% on Specialties, to such Pacific Coast distributors of electrical materials as Maydwell

and Hartzell, Inc.

Stock Shipments, 15% Terms: 2%, 15 days, net 30.

November 1, 1934 1934. Filing applies only to State of Arizona.

Arizona Price Sheets.

Prices on: 1. Standard Pole Line Hardware

2. Specialties

COMPANY 4 (cont'd)

Quantity Discounts: Less than Standard Package - List

Standard Package and over, approximate 13%

off list.

Shipping: 100 lbs. shipments and over - F.O.B. any railway freight

station in the State of Arizona.

Less than 100 lbs. shipments - F.O.B. Phoenix,

Arizona only.

Terms: 2%, 10 days, 30 days net.

Distributors:

Functional Discount: Stock shipments - 15%

Direct to Customer - 7 %

Stock Shipments to distributors' warehouse

F.O.B. Phoenix, Arizona, only.

Special Discounts: 5% on Standard Pole Line Hardware and 21% on

Specialties to such Pacific Coast distributors of electrical materials as Maydwell, and Hart-

zell, Inc.

Terms: 2% 15 days, 30 days net.

Coincident Filing to meet #2 Co. filing.

Filing applies only to Arizona and Pacific Coast territory.

Terms: 2%, 10th oroximo, net 30 days.

January 30, 1935..... Effective February 9, 1935.

Filing applies only to Pacific Coast Territory.

Prices reduced approximately 8% on two items of specialties.

COMPANY 5

July 3, 1934..... Iffective July 7, 1934.

Filing applies to Eastern Division.

Prices on Standard Pole Line Hardware.

Quantity Discounts: \$50.00 or less - list

. 50.01 to \$150. - about 12 5 off list.

150.01 or over, about 16-2/3% off list.

Shipping: F.O.B. Pittsburg, Pa. or Chicago, Ill.

Terms: Net 30 days.

Distributors: Functional Discounts: -

Stock shipment - 10%

Direct to customer - 5%

Filing applies only to Eastern and Western Divisions.

(Slightly different from standard divisions).

Prices of #5 Co. Seal-Tite Hardware.

Consumers' discount applying to #5 Co. Seal-Tite Hardware:-

Eastern Zone - 50%

Western Zone - 421%

Note: This company has only two zones, - the Eastern Zone and

the Western Zone.

The Eastern Zone includes any point in the United States east of

COMPANY #5 (contid)

the eastern boundary lines of the States of Montana, Wyoning, Colorado and New Memico.

The Western Zone includes all points in the United States west of the eastern boundary line.

Delivery: F.O.3. shipping point with actual freight allowed to destination for shipment of at least 100 lbs. On shipments of less than 100 lbs. or if purchaser orders shipment in other than the normal manner, such as empress, such additional expense shall be borne by the purchaser.

Distributors' Discounts applying to #5 Co. Seal-Tite Hardware:

				C.	L.	L.C.L.
	Eastern	Zone	50	-	20%	50 - 10%
Stock Shipments		_			-01	1 - 0.4
Delimoned Discounts	Testern	Zone,	42 %		20%	42]- 10%
Delivered Discounts:						
	Eastern	Zone	50		5%	
District Shipmen	ts					
	Western	Zone	42		5%	

Definition of zones, delivery, shipment and terms, same as those applying to consumers.

Filing applies to Eastern Division only.

Quantity Discounts: \$25.00 or less - List

25.01 or over, approximately 14% off list.

Terms: 26, 10 days, 50 days net.

Distributor's Terms: 25, 15 days, 30 days net.

October 1, 1934...... Effective October 10, 1934. Filing applies only to Eastern Division.

Prices of 8 items increased from approximately 30 to 40%, on Standard Pole Line Hardware.

October 15, 1934...... Effective October 8, 1934. Filing applies to Eastern Division onl...

By authority of Supervisory Agency, wrices and discounts of Seal-Tite Hardware were withdrawn, as said products were beyond the scope of the price called for Pole Line Hardware and Construction Specialties.

Note: This applies to both consumers and distributors.

Note: This company's prices, with the exception of the Seal-Tite Specialties, which were withdrawn, apply only to the Eastern Division.

30 dams net.

June 19, 1934 1934. Filing applies to Eastern Division onl-. Prices on: 1. Standard Pole Line Hardware 2. Specialties Quantity Discount: \$50.00 or less - List .50.00 to \$150 - about 12' off list. 150.00 or more, about 16-2/33 off list. Shipping: F.O.B. factories, freight equalized with Chicago, Ill. or Pittsburg, Pa. Terms: Net 50 days. Distributors: Functional Discount - Stock shipment - 105 Direct to customer - 55. Coincident Filing to meet #5 Co. filing. Filing applies to Eastern and Testern Divisions. Prices on: 1. Specialties 2. Standard Pole Line Hardware 3. Wire Holders Quantity Discount: \$25.00 or less - list 25.00 and over about 145 off list. Terms: 2%, 10 days, 30 dars net. Distributors' Terms: 25, 15 days, 50 days net. Original Pacific Coast Filing Filing applies to Western Division only. Prices on: 1. Pole Line Hardware 2. Specialties Wire Holders Quantity Discount: Less than Standard Package - List Standard Package and over, about 13% off list. Shipping: F.O.B. Oakland, Los Angeles, San Diego, San Francisco, California; Portland, Oregon; Seattle and Tacona, Tash. Terms: 2%, 10 dams, 30 dams net. Distributors: Functional Discount - Stock shipment 15% Direct to customer - 7%. Original Filing State of Arizona Tiling applies only to the State of Arizona. Prices on: 1. Standard Pole Line Hardware 2. Specialties Tire Holders 3. Quantity Discount: Less than Standard Package - List Standard Package or over, about 15% off list. Shipping: Over 100 lbs. FOB any freight station in Arizona; Under 100 lbs. FOB Phoenix, Arizona only. Terms: 2%, 10 days, 30 days net. Distributors: Functional Discount - Stock Shipment - 15% Direct to Customer - 73% Terms: 26, 15 dars, 50 days net.

COLPANY # 6 (cont'a)

Terms to Consumer and Distributors: 30 days net or 2% for each if payment is made by the 25th of the month on invoices rendered between the 1st and the 15th; on the 10th of the following month on invoices rendered between the 16th and the end of the month.

Delivery: Freight rates added according to filed Standard

Freight Rate Books.

Freight Rate Book.

Filing applies to Pacific Coast and Arizona only. Terms: 2%, 10th of following month, net 30 days.

- January 8, 1955..... 1935. Approximately 6% reduction in price of 4 items, one in Eastern Division, one in Arizona and 2 in Pacific Coast Division. Prices on 6 specific items, Spokane price list.

Prices on: 1. Standard Pole Line Hardrare

2. Specialties

Terms to Distributors and Consumers: Net 30 days. 2% for cash on the 25th on invoices dated from the 1st to the 15th and 2% for cash on the 10th on invoices dating from the 16th to the end of the month.

COLPATY #7

June 18, 1934 Effective June 19, 1934.

Original Filing

Filing applies to Eastern Division only.

Prices on: 1. Standard Pole Line Hardware

2. Specialties

Quantity Discount: \$50.00 or less - List

50.00 to \$150 - about 12 % off list.

150.00 or more - about 16-2/3% off list.

Shipping: F.O.B. Pittsburg, Fa. and Chicago, Ill.

Terms: Net 30 days.

Distributors' Functional Discount: Stock shipment - 10%
Direct to customer - 5%

COLPARY 7 (cont'J)

Filing applies to Eastern Division only.

Prices on: 1. Standard Pole Line Hard Hard

2. Specialties

3. Wire Holders

Quantity Discount: \$25.00 or less - List

25.00 and over - about 14% off list.

Terms: 2%, 10 days, net 30 days.

Distributors' Terms: 25, 15 days, 30 days net.

Filing applies to Eastern Division only.

Terms to Consumer and Distributors: 50 days net or 25 for cash if payment is made by the 25th of the month on invoices rendered between the 1st and the 15th, by the 10th of the following month on invoices rendered between the 16th and the end of the month. Delivery: Freight rates added according to Filed Standard Freight Rate Book.

Freight Rate Book.

Note: This company did not file prices effective in the Western Division or the State of Arizona but confined its prices, terms, etc. to the Eastern Division.

COLFAMY #8

June 19, 1934..... Effective June 19, 1934. Original Filing

Filing applies to Eastern Division only.

Prices on: 1. Standard Fole Line Hardware

2. Specialties

Quantity Discount: \$50.00 or less - List

50.00 to \$150 - approximately 125 off list.

150.00 or more - about 16-2/3% off list.

Delivery: F.O.B. Fittsburg, Fa. and/or Chicago, Ill.

Terms: Net 30 days.

Distributors: Functional Discount: - Stock shipment - 103

Direct to customer - 55

August 7, 1934...... Effective August 13, 1934, to meet #6 Co.

Filing applies to Eastern Division only.

Prices on: 1. Standard Fole Line Hardware

. 2. Specialties

3. Wire Holders

Quantity Discounts: \$25.00 or less - List

25.00 and over, about 14% off list.

Terms: 25, 10 days, 30 days net.

Distributors' Terms: 22, 15 d rs, net 30 days.

Coincident filing to meet #6 Co. filing.

Terms to Consumer and Distributors: 30 days net or 25 cash if payment is made by the 25th of the month on invoices rendered between the 1st and the 15th, by the 10th of the following month on invoices rendered between the 16th and the end of the month.

Delivery: Freight rates added according to Filed Standard Freight Rate Book.

Freight Rate Book.

This company did not file prices effective in the Western Division or the State or Arizona but confined its prices, terms etc. to the Eastern Division.

COLFALL 79

Original Filing

Filing applies only to Western Division

Prices on: 1. Standard Fole Line Hardware

2. Specialties

Delivery: F.O.B. cars or docks San Francisco, California.

Freight allowed to Railroad Companies; platforms, or Steamship Company docks in the cities of San Francisco, Oakland, San Diego, Los Angeles, Cal. Portland, Oregon; Seattle and

Tacoma, Washington.

Quantity Discount: Standard package - list

Less than Standard package, about 13% off list.

Terms: 25, 10 days, 30 days net.

Distributors: Functional Discount - Stock shipment - 155

Direct to customer - $7\frac{1}{2}$.

Terms: 2, 15 days, from date of invoice,

net 30 days.

Note: This company did not file prices effective in the Eastern Division or the State of Arizona but its prices, discounts, terms etc. apply only to the Western Division.

COMPANY #10
February 25, 1935..... Effective March 7, 1935.

original Filing

Filing applies only to Eastern Division.

Prices on: 1. Standard Pole Line Hardware

2. Specialties

(very limited line)

Quantity Discount: \$25.00 or less - list

25.00 or more - approximately 14% off list.

Shipping: F.O.B. factory, with freight equalized to Pittsburg, Pa.,

and/or Chicago, Ill.

Classification of Customers:

Class 1. Users including railways, power companies, central stations, mines, industrial plants, United States, State and Municipal Governments.

Class 2. Agents

Class 3. Jobbers

Terms to:

Class 1. 2^{7} , 10 days, 30 days net

Class 2. Statement that "sales made through an agent must be strickly in accordance with the prices and terms given on trade discount sheet in effect at the time of sale".

Class 3. Discount: Direct to jobbers' warehouses - 10%

Jobbers Terms: 25, 15 days, 30 days net.

Shipment on Government bill of lading: The Government may deduct from the total of this bid as an item of freight, a sum equal to the maximum savings resulting from the application of land grant, freight rates and shipping weights obtained from any bidder.

COMPANY #11

June 18, 1934...... Effective June 19, 1934.

Original Filing

Filing applies only to Eastern Division.

Prices on: 1. Standard Pole Line Hardware

2. Specialties

Quantity Discount: \$50.00 or less - List

50.00 to \$150 - approximately 12 off list

150.00 and over- about 16-2/3% off list.

Shipping: F.O.B. Fittsburg, Pa. and/or Chicago, Ill.

Terms: Net 30 days.

Distributors: Functional Discount - Stock shipments - 10%
Direct to customer - 5%

August 10, 1934..... Effective August 13, 1934.

Coincident Filing to meet #5 Co. filing.

Filing applies only to Eastern Division.

Frices on: 1. Standard Pole Line Hardware

2. Specialties

Quantity Discount: \$25.00 or less - List

25.00 and over- about 14% off list.

Terms: 2%, 10 days, net 30 days

Distributors' Terms: 25, 15 days, net 30 days.

November 14, 1934..... Effective November 16, 1934. Coincident Filing to meet #6 Co. filing.

Filing applies only to Eastern Division.

Terms to Consumer and Distributors: 30 days net or 25 for cash if payment is made by the 25th of the month on invoices rendered between the 1st and the 15th; by the 10th of the following month on invoices rendered between the 16th and the end of the month. Delivery: Freight rates added according to Filed Standard Freight Rate Book.

Freight Rate Book.

Note: This company did not file prices effective in the Western Division or the State of Arizona but confined its prices, terms, etc. to the Eastern Division.

COMPANY #12

June 18, 1934..... Effective June 19, 1934.

Original Filing

Filing applies only to Eastern Division.

Frices on: 1. Standard Pole Line Hardware

2. Specialties

Quantity Discount: \$50.00 or less - List

50.01 to \$150 - approximately 12% off list.

150.01 or more - about 16-2/35 off list.

Shipping: F.O.B. factory, subject to freight equalization to Fittsburg,

Fa. and/or Chicago, Ill.

Terms: 30 days net.

Distributors: Functional Discount - Stock shipment - 10%
Direct to customer - 5%

August 7, 1934...... Effective August 13, 1954.

Coincident Filing to meet #5 Co. filing.

Filing applies only to Eastern Division.

Prices on: 1. Standard Pole Line Hardware

2. Specialties

3. Wire Holders

Quantity Discount: \$25.00 or less - List

25.00 and over- about 145 off list.

Terms: 25, 10 days, 30 days net.

Distributors' Terms: 25, 15 days, 30 days net.

Filing applies only to Eastern Division.

Special Discount 5% on stock or direct shipments on Standard Pole Line Hardware and 25% on stock for direct shipments on Specialties to the General Electric Supply Co., the International General Electric Co., Westinghouse Electric Supply Co., International Westinghouse Co., Graybar Electric Co., International Standard Electric Corporation and all such other concerns as we may, after consideration, appoint as agent-distributors.

November 14, 1934.......Effective November 16, 1934.

Coincident Filing to meet #6 Co. filing.

Coincident Filing to meet #6 Co. filing. Terms to Consumer and Distributors: 30 days net or \mathcal{Z}_{2}^{\prime} for cash if payment is made by the 25th of the month on invoices rendered between the 1st and the 15th; by the 10th of the following month on invoices rendered between the 16th and the end of the month.

Delivery: Freight rates added according to Filed Standard Freight Rate Book.

Freight Rate Book.

Note: This company did not file prices effective in the Western Division or the State of Arizona but confined its prices, terms, etc. to the Eastern Division.

APPENDIX A, PART 13e

INDUSTRIAL LIGHTING GROUP

Chronological Record of Price Filings by Companies

1st Filing

Received December 19, 1933...... Effective December 18, 1933.

Discounts

Quantities	Distributor	Jobber	Contractor Dealer Large User	sumer
Less than standard package	30%	25%	20% 33%	List
1 standard package or more 5 standard packages or more	48% 48%	37% 42%	39%	20%
50 " " " "	48%	42%	42%	30%

Terms

Net 30 days or 2% allowed for cash on invoices dated 1st to 15th if paid on 25th, on invoices dated 16th to 31st if paid on 10th prox.

Shipping

F.O.B. factory or warehouses with freight allowed to destination on all shipments weighing 100 lbs. or more. No allowance for shipments weighing less than 100 lbs.

Price List applying to Company #2's Catalog Note: (No catalog was filed).

2nd Filing

Received January 29, 1934...... Effective February 10, 1934.

Prices on additional items.

3rd Filing

Received February 12, 1934..... Effective February 22, 1934.

Changes in standard package quantities of accessories for reflectors.

Prices on additional items.

4th Filing

Prices on 3 additional items.

5th Filing

Received June 6, 1934..... Effective June 6, 1934.

Prices on 3 additional items.

From approximately 5% to approximately $33 \ 1/3\%$ reduction in prices of 17 items.

6th Filing

Received June 19, 1934.......Effective June 9, 1934.

Price on one additional item.

7th Filing

Received July 23, 1934...... Effective August 1, 1934.

Change of Discounts

Quantities	Dist.		Contractor Dealer; Government- al & Public Utility User:	and Comm. Users	Con- sumer
Less than standard package 1 standard package or more 5 standard packages or more	48%	25% 37% 42%	20% 33% 39%	10% 25% 32%	List

8th Filing

Received September 13, 1934..... Effective September 13, 1934.

Prices on one additional item.

9th Filing

Received September 22, 1934...... Effective October 2, 1934.

Prices on 4 additional items.

10th Filing

General revision of prices downward from approximately 2% to 25% on most items.

Standard package reduced from 10 to 5 on 12 items, and from 5 to 2 on 9 items.

- Received September 29, 1934...........Effective October 9, 1934.

 Prices on additional items.
- Received October 4, 1934......Effective October 15, 1934.

 Prices on 8 additional items.

12th Filing

Approximately 30% reduction in price of 2 items. Approximately 40% reduction in price of 2 items.

13th Filing

Received Fovember 22, 1934......Effective December 3, 1934.

Approximately 40% reduction in price of 4 items.

14th Filing

Received November 26, 1934.......Effective December 6, 1934.

From approximately 20% to approximately 40% reduction in price of 3 items.

15th Filing

December 17, 1934.......Effective December 27, 1934.

Prices on 4 additional items.

\$1.00 reduction in price of 4 items.

16th Filing

Received December 21, 1934......Effective January 2, 1935.

From approximately 20% to 40% reduction in price of 3 items.

17th Filing

Received February 28, 1935...... Effective March 11, 1935.

Prices on 4 additional items.

18th Filing

Received March 27, 1935...... Effective April 6, 1935.

Approximately 33 1/3% reduction in price of 31 items.

19th Filing

Received April 8, 1935.......Effective April 19, 1935.

Approximately 20% reduction in price of one item, and approximately 30% reduction in price of one item.

20th Filing

Prices on 7 additional items.

21st Filing

Received May 4, 1935..... Effective May 14, 1935.

Discounts

Quantities	Distributor	Jobber	Contractor Dealer	Con- sumer
Less than standard package	30%	25%	20%	List
1 standard package or more	48%	37%	30%	10%
5 standard packages or more	48%	42%	35%	20%

22nd Filing

Prices to the United States Navy on reflectors made according to U. S. Navy specifications.

23rd Filing

Received May 23, 1935...... Effective June 3, 1935.

From 5% to 20% reduction in prices effective April 25th.

24th Filing

Received May 27, 1935...... Effective June 6, 1935.

Prices on 2 additional items.

1st Filing

Received December 18, 1933......Effective December 18, 1933

Price list applies to Company #4's catalog.

Terms

Net 30 days. 2% - 10 days from date of invoice.

Delivery

F.O.B. factory. Freight allowed to destination.

Discounts

Consumer33%
Contractors and central stations40%
Jobbers46%
Manufacturers buying for resale in
connection with goods of their manufacture 46%
Distributors52%

2nd Filing

Received March 9, 1934.......Effective March 19, 1934.

From approximately 10% to approximately 20% reduction in price of 7 items.

Terms

2% discount on invoices dated from the 1st to 15th if paid by the 25th; from the 16th to the end of the month if paid by the 10th proximo. Net 30 days.

Shipping

F.O.B. factory. Freight allowed on all shipments weighing 100 lbs. or more. No allowance on shipments weighing 100 lbs. or less.

Discounts

Quantities	Distributor	Jobber	Contractor Large User	Consumer
Less than standard package	30%	25%	20%	List
1 standard package or more	48%	37%	33%	10%
5 standard packages or mor	e 48%	42%	39%	20%
50 " " " "	48%	42%	42%	30%

COLPANY #4

3rd Filing

Discount Schedule

Quantities	Distributor	Jobber	Contractor Dealer; Government— al & Public Utility User	Industrial and Commercial Users	Con- sumer
Less than standard package 1 standard package or more 5 standard packages or mor	48%	25% 37% 42%	20% 33% - 39%	10% 25% 32%	List "

4th Filing

Received November 14, 1934...... Effective November 24, 1934.

Prices on pit and tunnel lights.

5th Filing

Removal of jobber from discount schedule effective November 5th.

6th Filing

Received December 19, 1934...... Effective December 29, 1934.

Addition of two new items pit and tunnel light.

7th Filing

Received January 18, 1935.......Effective January 28, 1935.

Prices on explosion-proof lights.

8th Filing

Received April 27, 1935...... Effective May 1, 1935.

Coincident filing to meet ompany #16.

Discount Schedule

Invoice List Value for One Order, One Delivery	Distributor	Jobber	Contractor- Dealer and Contractor	Consumer
Less than \$15.00 List \$15. list and over but less than \$50. list \$50. list and over	30% 48% 48%	25% 37% 42%	20,7 30,7 35,7	List 10% 20%

1st Filing

Received December 18, 1933...... Effective December 18, 1933.

Discounts

Sections	Customer Classification	Less than Standard Cases			Fifty or more Standard Cases
	Distributor Jobber ContrDealer Large User	30% 25% 20% 20%	48% 37% 33% 33%	48% 42% 39% 3%	48% 42% 42% 42%
A -	Distributor Jobber ContrDealer Large User	20 & 20% 20 & 10% 20 & 25% 20 & 5%	.39 & 20% 39 & 10% 39% 39 & 5%	39 & 10% 39 & 5%	39 & 20% 39 & 10% 39 & 10% 39 & 10%
B.C.D.& E	Distributor . Jobber ContrDealer Large User	33%	55%	/-	55% 50% 50% 50%
F	Distributor Jobber ContrDealer Large User	20 & 20%	45 & 20% · · · 45 & 10% · · · · 34 & 20% · · · 34 & 25%	40 & 20%	50 & 20% 50 & 10% 40 & 25% 40 & 25%

Terms

Net 30 days; 5% - 10 days; 2% - 15 days running accounts on invoices from 1st to 15th if paid on 25th of month; 2% on invoices from 15th to 30th; if paid on 10th proximo - 2%.

Shipping

F.O.B. factory. Freight allowed to destination if shipment exceeds 100 lbs. No allowance if freight is less than 100 lbs.

Prices on industrial lighting equipment.

2nd Filing

Received December 27, 1933...... Effective December 18, 1933

Change in contractor-dealer's discount, Section A, - Less than standard cases - 20 & 5%.

COLIPALY #7

3rd Filing

Received January 17, 1934..... Effective January 27, 1934

Discount Schedule

Sections	Customer Classification			Five or more Standard Cases	Fifty or more Standard Cases
A.A.	Distributor Jobber Contractor Large User	30 / 5 30 / 5 20 <i>/</i> 6 20 <i>/</i> 6	48% 48% 33% 33%	48% 48% 39% 39%	48% 48% 42% 42%
A.B.C.D.&E	Distributor Jobber Contractor Lerge User		50 & 5% 47% 41% 41%	50 & 5% 42% 46% 46%	50 & 5% 47% 48% 48%
F.	Distributor Jobber Contractor Large User	36,3 31,5 27,5 27,5	50 & 5% 47% 41% 41%	50 & 5% 47% 46% 46%	· 50 & 5% 47% 48% 48%

Terms

30 days net from date of invoice.

On all invoices dated from 1st to 15th inclusive a discount of 5% will be allowed for payment made not later than the 25th of the same month. On all invoices dated from 16th to 31st inclusive a discount of 5% will be allowed for payment made not later than the 10th proximo.

From approximately 10% to $33 \ 1/3\%$ increase in prices of 13 items. From approximately 10% to 20% reduction in price of 6 items.

4th Filing

Received August 2, 1934...... Effective August 2, 1934.

Discount Schedule

_								
\mathbf{D}	17	0	~	\sim	2.7	20	+	0
- 112	и.	-	٠.	u	47	- 1	- 14	-

:	Discounts					
	Applying on	GLASSTEEL AL	ND OPAL	STEEL DIFFUS	SERS	
	Quantities	Distributor	Jobber	Contractor	Consumer	
Less	than standard case.	30%		20%	List	
One	or more standard cases	48%		33%	10%	
Five	п п п п .	48%	48,5	39%	20%	
Term	s of Payment on Glasste	el Net 30 dag	ys. A	cash discour	nt of 2% may	be

and Opalsteel Diffusers deducted if paid within 15 days from date of invoice.

COMPANY 77

4th Filing

Dis	count	S
Aroro	lving	on

ALL OTHER GOODS UNDER SECTIONS A B C D & E.

Quantities

Distributor Jobber Contractor Industrial Consumer

Less than standard case	36%	31%	27%	20%	List
One or more standard cases	50 & 5%	47%	41% .	35%	10%
Five or more " "	50 & 5%	50%	46%	40%	20%

Terms of Payment

30 days net. A cash discount of 5% may be deducted if paid within 15 days from date of invoice.

5th Filing

Discounts

Sections	Customer	Less than	One or more	Five or more
	Classification	Standard Cases	Standard Cases	Standard Cases
A.A.				
	Contractor	20%	33%	39%
	Distributor	30%	48%	48%
	Industrial	12%	27% 48%	33%
	Jobber	30%	48%	48%
	Large User	20%	33%	39%
A.B.C.D.E	. & F.			
	Contractor	27%	41%	48%
	Distributor	27% 36%	41% 50 & 5%	48% 50_& 5%
	Industrial	20%	35%	40%
	Jobber	31%	47%	47%
	Large User	27%	41%	46%

Between approximately 10% and 20% reduction in price of 25 items.

COMPANY : #8

1st Filing

Received April 3, 1935......Effective April 13, 1935

Distributor's net price sheet, showing prices on 6 items.

Terms

2% - 10th preximo, net 30th prox.

Shipping

9822 9822 F.O.B. factory

COLPAIY # 3 (cont'a)

2nd Filing

Approximately 10, reduction in all prices.

3rd Filing

From approximately 5% to approximately 10,0 reduction in all prices.

COLPAIT 崇10

1st Filing.

Discounts

Quantities	Distributor	Jobber	Contractor-Dealer
Less than standard package	30/3	25%	20%
One to 50 standard packages	48/3	42%	39%
Fifty or more " "	48/3	42%	42%

Terms

50 days net. 2% discount on invoices dated 1st to 15th if paid on 25th, and on invoices dated 16th to end of month if paid on 10th prom.

Shipping

F.O.B. factory or warehouses ith freight allowed to destination on orders weighing 100 lbs. or more. To allowance for shipments weighing less than 100 lbs.

Prices on industrial lighting equipment.

2nd Filing

Prices on two additional items.

3rd Filing

COMPANY #10 (cont'd)

	Quanti ties		Distributor	Jobber	Contractor Dealer; Govt.'al & Public Utility User;	and Cornercial Users	swier
Less than 1 or more 5 or more		package II	30% 48% 48% · · ·	25% 37% 42 %	20% 33% 39%	105 25% 32%	List "

4th Filing

Prices on 4 additional items.

5th Filing

Reduction in prices of 6 items, showing net prices to distributors.

Note: These prices are identical with the prices effective May 7th of Company $\frac{4}{7}8$.

COMPANY #14

1st Filing

Discount Schedule

Schedule	Quantities	Distributor	Jobber	ContrDealer or	Con sumer
				large Users	
A Reflectors	Less than Std. Pkg	e. 30%	25%	20%	List
	· 1 Std. Phge. or no	* * * * * * * * * * * * * * * * * * * *	20,5 37%	53%	10%
tures, and	5 " Physes. " "	48%	42%	39%	20,6
Accessories	50 " " "	48%	42%	42%	30%

Terms

30 days net or 2% on invoices dated 1st to 15th if paid on 25th, on invoices dated 16th to 31st if paid on 10th prom.

Shipping

F.O.B. factors or worshouses with freight allowed to destination on all shipments weighing 100 lbs. or more. No allowance for shipments weighing less than 100 lbs.

Price List applying to Company #14's catalog. Note: (No catalog was filed).

CO: PANY # 14, (cont'd)

2nd Filing

Received February 26, 1934...... Effective March 8, 1934.

Approximately 5% reduction in prices of some items.

3rd Filing

Quantity net prices on 4 small rectangular sign reflectors.

4th Filing

Addition to one new item.

Approximately 15% increase in price of one item.

5th Filing

Received July 30, 1934Effective August 9, 1934.

Discounts

Schedule	Quantities	Distributor	Jobber	Contr. Dealer	Large Con- Userssumer
	Less than Std. 1 Std. Pinge or 5 " Pkges."	more 48%	25% 3 7 % 42%	20% 33% 39%	10% List 25% " 32% "

6th Filing

Received August 15, 1934...........Effective August 25, 1934.

Addition of one new item.

7th Filing

Received September 13, 1934...........Effective September 25, 1934.

From approximately 10% to 40% increase in price of 8 items.

8th Filing

Received September 19, 1934......Effective September 29, 1934.......Addition of one net item.

COMPANY #14 (cont'd)

9th Filing

Discounts

Schedule	Quantities	Distributor	Jobber (Contr.Dlr.	L. U.	Con-
Α .						sumer
Reflectors	Less than Std. Pkg	ge. 30%	25%	20%	10%	List
Lighting Fix-	1 Std. Pkge. or mo	re 43%	37%	35%	25%	11
tures, and	5 " Pkges. " "	1 48%	42%	39%	32%	11
Accessories		′	,	<i>,</i> ,	,-	

10th Filing..

Distributors net prices on 6 items.

Note: Prices are identical with Company #8's prices effective April 13th on similar items.

Discounts

Schedule	· Quantities	Distributor	Jobber	C. D.	Consumer
A Reflectors, Lighting Fire- tures, and Accessories	Less than Std. Pkge. 1 Std. Pkge. or more 5 " Pkges. " "	f .	25% 37% 42%	20% 30% 35%	List 10% 20%

11th Filing

Coincident filing to meet Company #24.

Approximately 15% reduction in prices of two items.

12th Filing

Net Prices to distributors on 6 items.

Note: These prices are from approximately 5% to 15% less than filing of Company #8, effective June 1, 1935, on similar items.

1st Filing

Discounts

Q uan tities	Distributor	Jobber	Contractor Dealer; Large Users	Consumer
Less than Std. Pkge. 1 Std. Pkge or more 5 Std. Pkges or more 50 Std. Pkges. or more	30%	25%	20%	List
	40%	37%	33%	10%
	40%	42%	39%	20%
	48%	42%	42%	30%

Terms

30 days net. On all invoices dated from the 1st to 15th inclusive a discount of 2% will be allowed for or ment made not later than the 25th of the same month. On all invoices dated from the 16th to 31st inclusive a discount of 2% will be allowed for payment made not later than the 10th prom.

Shipping

F.O.B. factory with freight allowed to destination on all shipments weighing 100 lbs. or more. No allowance for shipments weighing less than 100 lbs.

Price List applying to Company #16's catalog. Note: (No catalog was filed).

2nd Filing

Received July 20, 1954...... Effective August,1, 1954

Coincident filing to neet Company #

Discounts

Quantities	Distributor	Jobber	Contractor Dealer Utility Govt.	Industrial and Commercial Users	Consumer
Less than Std. Pige. 1 Std. Pige. or more 5 " Piges. " "	4 .	25% 3 7 % 42%	20% 53% 79%	10% 25% 32%	List "

3rd Filing

Received December 15, 1954................................... Effective December 22, 1934.

Note: Filing originally made by telegram on December 12th. Prices on 5 additional items.

COLPANY # 18 (cont: a)

4th Filing

5th Filing

Received February 27, 1935...... Effective March 9, 1935.

Approximately 15% increase in price of 3 items over filings effective December 22, 1974 and February 5, 1975.

6th Filing

Received April 19, 1935............Effective May 1, 1935

Discounts

Quantities	Distributor	Jobber	Contractor- Dealer and Dealer	Consumer	
Less than Std. Pkge. 1 Std. Pkge. or more 5 " Pkges. " "	50% 48% 43%	25% 37 _% 42%	20% 30% 35%	List 10% 20%	

7th Filing

Received April 50, 1935.......Effective May 7, 1975

Wet prices to distributors on 6 items.

Mote: These prices are identical with Company #8's filing effective April 13, 1955.

Coincident filing to neet Company #17's filing.

8th Filing

COLPANY #17

1st Filing

COIPAIT #17 (cont'a)

Discounts

Standard Reflectors, Diffusing Type Reflectors, Heavy Duty and Hill Type Threaded Reflector Fixtures, and Tracket Fixtures.

Quantities	Distributor	Contractor- Dealer; Large Users
Less than Standard Package 1 Standard Package to 5 Std. 50 " Packages or over	30% Pigs• 50 & 5% 50 & 5%	20% . 39% 42%
Reflectors, V	es, M T Reflectors, En approvace fixtures, Corolite Fixtures, Pole es.	Outlet Box Re-
Less than Standard Package 1 Standard Package or more 5 " Packages " " 50 " " " "	30% 48% 48% 48%	20% 33% 39% 42%

Terms

50 days net or 2% on invoices dated 1st to 15th if paid on the 25th; on invoices dated 16th to 31st if paid on the 10th prox.

Shioping

F.O.B. factory with freight allowed to destination on all shipments weighing 100 lbs. or more. To allowance for shipments weighing less than 100 lbs.

Price List applying to Company #17's Catalog. Note: (No catalog was filed).

2nd Filing

Received February 2, 1935......Effective February 12, 1935

Discounts

Reflectors

Quantities	Distributor	Jobber	Dealer; Govern-	Commercial Users	Consumer
Less than Std. Pkge.	35%	31%	25%	20% 30%	List 15%
1 Std. Pkge. or more 5 " Pkges. " "	50 & 5% 50 & 5%	47% 50%	35% 42%	40%	25%

COMPANY -17 (contid)

2nd Filing (cont'l)

	Diffuser Reflectors		Reflectors and Acces		cessories
Less than Std. Pkge. 1 Std. Pkge. or more 5 " Pkges. " "	30% 48% 43%	25% 37% 42%	20% 33% 39%	10;5 25% 52%	List "

3rd Filing

Net Prices to distributors on 6 items.

Note: These prices are identical with Company #3's prices effective April 13th.

Prices to the U.S. Navy on reflectors made according to U.S. Navy specifications.

Note: These prices are identical with Company $\frac{n}{n}2^{n}$ s prices effective May 31st.

Discounts

Reflectors

Quantities	Distributor	Jobber	Contr. Dealer	Consumer
Less than Std. Pkge. 1 Std. Pkge. or more 5 " Pkges. " "	35%	31%	25%	List
	505%	47%	35%	15%
	505%	50%	42%	25%
	Diffuser Ref	`lectors	Reflectors and	Accessories
Less than Std. Pkge. 1 Std. Pkge. or more 5 " Pkges. or more	30%	25%	20%	List
	48%	37%	30%	10%
	48%	42%	35%	20%

COIPAIY #18

1st Filing

Received December 15, 1933...... Effective December 18, 1933.

Discounts

	Distributor	Porcelain Enameled Steel Re- flectors, Weatherproof Light- ing Fixtures
Less than Std. Pkgs. One Std. Pkge. or more Five " Pkges. " " Fifty" " " "	30% 48% 48% 48%	
	Dealer	Forcelain Enameled Steel Reflectors, Weatherproof Lighting Fixtures
Less than Std. Fkge. One Std. Pkge. or more Five " Pkges." " Fifty " " " "	20% 33% 39% 4 <i>2</i> %	

Terms

30 daws net or 2% on invoices dated 1st to 15th if paid on the 25th, on invoices dated 16th to 31st if paid on the 10th proximo.

Shipping

F.O.B. factory with freight allowed to destination on all shipments weighing 100 lbs. or more. No allowance made for shipments weighing less than 100 lbs.

Prices on Industrial Lighting Equipment.

Catalog.

2nd Filing

Received February 8, 1934...... Effective February 20, 1934

Discounts

Porcelain Reflectors	Quantities	Distributor	Electrical Contractors Electrical Dealers
	Less than Std. Pkge. 1 Std. Pkge. or more 5 " Pkges. " " 50 " " " "	30% 50 & 5% 50 & 5% 50 & 5%	20,% 35% 39% 42%

CO! PATY #18 (Cont'd)

2nd Filing (Cont'd)

Discounts (Cont'a)

Schedule B-1 Porcelain Reflectors	Quanti ti es	Distributor	Electrical Contractor Electrical Dealers
:	Less than Std. Phge. 1 Std. Phge. or more 5 " Phges. " " 50 " " " "	30% 48% 48% 48%	20% 33% 39% 42%

Slight reduction in prices of most items.

3rd Filing

Received August 9, 1934...... Effective August 20, 1934

Discounts

Schedules B

Quantities	Distributor	Contractor- Dealer; Governmental and Rublic Utility Users	Industrial and Commercial Users	Consumer
Less than Std. Pkge 1 Std. Pkge. or mor 5 " Pkges. " "		20% 33% 39%	10% 25% 32%	List "
Schedule B-1				
Less than Std. Page 1 Std. Page. or mor 5 " " " "	e 48%	20% 33% 39%	10% 25% 32%	List "

()

4th Filing

Coincident filing to meet Company #2.

Net prices to distributors on 6 items.

Note: These prices are identical with Company #8's prices effective April 13, 1935

5th Filing

Received April 29, 1935...... Effective May 9, 1935

Prices on 12 new items.

9822

COLPANY #20

1st Filing

Price List Applying to Company #20%s Catalog.

Note: (No catalog was filed).

Discounts:

	Quantities	Distributor	Jobber	Contrac- tor Deal- er; Large User	
Glasteel Diffusers	Less than Std. Phge. 1 to 5 Std. Phges.	30%	25%	20%	List
Reflectors		48%	3 7 %	33°.	10%
Swivel Devices	5 or more " " " 50 " " " "	48%	42%	39%	20%
and Fittings		48%	42%	42%	30%

Terms

30 days net or \mathbb{Z}_{9} for cash. For the convenience of customers buying on open account, invoices dated 1st to 15th may be discounted on the 25th inst., and invoices dated 16th to 31st may be discounted on the 10th proximo.

Shipping

F. O. B. factory. Freight allowed to destination on shipments of 100 lbs. or more. To allowance on shipments weighing less than 100 lbs.

2nd Filing

Received March 23, 1934......Effective April 2, 1934

Addition of 5 new items.

3rd Filing

Received July 20, 1934.......Effective July 30, 1934

Addition of one new item.

4th Filing

Het prices to distributors on 2 items.

5th Filing

Received August 10, 1934..... Effective August 20, 1934

Discounts

Glasteel Diffusers
Reflectors
Swivel Devices
and Fittings

Quantities	Dist.	Jobber	Contractor Dealer; Government Public Utility	Indus- rial and Commercial Users	Consumer
Less than Std. Pkge.	30%	25%	20%	10%	List
1 to 5 Std. Pkges.	48%	37%	33%	25%	11
5 or more " "	48%	42%	39%	32%	11

Terms

30 days net or 2% for cash. Customers buying on open account may discount invoices on the 10th proximo.

6th Filing

Coincident filing to meet Company #2.

Approximately 33 1/3% reduction in price of 2 items.

7th Filing

Net prices to distributors on 4 items.

Note: These prices are slightly higher than those of Company #8 Effective April 13th.

8th Filing

Coincident filing to meet Company #2.

Net prices to distributors on 5 items.

Note: These prices are identical with Company #8's filing effective April 13th.

Company #20 (Cont'd)

9th Filing

Received May 6, 1935..... Effective May 7, 1935.

Coincident filing to meet Company #8.

Net prices to distributors on 5 items.

Note: These prices are identical with Company #8's filing, effective May 7th.

10th Filing

Approximately 57% discount allowed all purchasers when buying 4 specific items in quantities of 500 or more.

11th Filing

Discounts

Glasteel Diffusers,

Reflectors

Swivel Devices and Fittings	Quantities	Distri- butor	Jobber	Contractor- Dealer	Con- sumer
	Less than Std. Pkge 1 to 5 Std. Pkges. 5 or more " "	. 30% 48% 48%	25% : 37% :	20% 30% 35%	List 10% 20%

Terms

Net 30th prox.; 2% - 10th prox.

12th Filing

Prices on 3 new items.

13th Filing

Coincident filing to meet Company #8.

Net prices to distributors on 5 items.

Note: These prices are identical with those of Company #8 effective June 1, 1935.

COMPANY #22

1st Filing

Received December 19, 1933......Effective December 19, 1933.

Discounts

Central and Eastern States

Material	•			ontractor-Dealer
Reflectors	Less than Std. Pkge. 1-5 Std. Pkges. 5-20 " " 20-50 " " 50 Pkges. or 500 pcs.	55% 55% 55%	40 10/3	30% 35% 40% 44% 48%
	Eleven We	stern S	tates and Texa	<u>rs</u>
Reflectors	Less than Std. Pkge. 1-5 Std. Pkges. 5-20 " " 20-50 " " 50 Pkges. or 500 pcs.	60% 60% 60%	45 11 100	35% • 40% 45% 49% 53%

Terms

30 days net; 25 10th prox. or 55 discount for cash.

Shipping

F.O.B. factory. Freight allowed not in excess of \$1.50 per cwt. on all shipments of 100 lbs. or more.

Price List applying to Company #221s catalog.

Note: (No catalog was filed).

2nd Filing

Received January 22, 1934...... Effective February 3, 1934.

Discounts

Material	Quantity	Distr butor	Jobber	Contractor Dealer; and Large Users	Con- sumer
Reflectors	Less than Std. Pkge.	35%	30%	25%	List
	1-5 Std. Pkges.	50 & 5%	39%	35%	15%
	5-50 " "	50 " 5%	45%	42%	25%
	50 Pkges. or more	50 " 5%	48%	45%	35%

COMPANY #22 (Cont'd)

2nd Filing

Shipping

F.O.B. factory or warehouse with freight allowed to destination on all shipments weighing 100 lbs. or more.

3d Filing

Received August 13, 1934......Effective August 23, 1934.

Addition of 16 new items.

4th Filing

Received September 11, 1934...... Effective September 21, 1934.

From approximately 10% to approximately 20% increase in price of 5 items.

Prices on 11 items.

5th Filing

Received March 4, 1935.......Effective March 14, 1935

Prices of 3 items when purchased in quantities of 500 or more.

6th Filing

Coincident filing to meet Company #8.

Net prices to distributors on 5 items.

Note: These prices are identical with Company #8's prices effective April 13th.

7th Filing

Received May 27, 1935..... Effective June 3, 1935.

Coincident filing to meet Company #8.

Prices on 5 items.

Note: These prices are identitical with Company #8's filing effective June 1, 1935.

COMPANY #22 (cont'd)

7th Filing (cont'd)

Discount to Contractor-Dealer and Large User on purchases 5-50 Standard Packages change from 42% to 40%.

Terms

56 on invoices dated 1st to 15th to be discounted on or before the 25th of the same month. Invoices dated 16th to 31st to be discounted on or before the 10th proximo. 30 days net.

COMPANY #23

1st Filing

Terms

25 - 30 days.

Shipping

Freight allowed up to \$1.00 per cwt.

2nd Filing

Terms

Cash discount 25.

Shipping

Freight allowed up to \$1.00 per cwt. on shipments weighing not less than 100 lbs.

3d Filing

Received May 4, 1935..... Effective May 14, 1935.

Net prices on 5 items.

These prices, while not identical with Company #8's filing effective June 1, 1935, are in most instances similar.

Terms

2% - 10 days.

COMPANY #24

1st Filing

Price List applying to Company #34's Catalog.

Note: (No catalog was filed).

Discounts

Quantit;	Trade	Resale	Contract	Special Jobber	Agent- -Jobber
Less than Standard Pkge. 1-4 Std. Pkges. 5-50 " " 50 or more Std. Pkges.	List 10,5 20%	20% 33% 39 42%	20% 33% 39 4 <i>2%</i>	25% 37% 42% 42%	30% 48% 48% 48%

Terms

Net 30 days - 2% invoices dated 1st to 15th if paid on the 25th or invoices dated 16th to end of month if paid on 10th proximo.

Shipping

F.O.B. factory. Freight allowed to destination on 100 lbs. or more. Less than 100 lbs. - freight not allowed.

2nd Filing

Price List applying to Company #24's Catalog. Note: (No catalog was filed).

Discounts

Quantity	Trade	Indust- rial and	Dealers	Contr- act	Special Jobber	Agent Jobber
		Commercia	1			
		Users				
Less than Std. Pkge.	Net	10%	20%	20%	25%	30%
1-4 Std. Pkges.	Net	25%	33%	33%	37%	48%
5 or more Std. Pkges.	Net	32%	39%	39%	42%	48%

3d Filing

Received January 7, 1935.......Effective January 17th 1935.

Prices on 18 additional items.

Approximately 55% discount given on purchase of 2 items in quantities of 500 or more.

(Cont'd)

4th Filing

Approximately 30% reduction in price of 3 items.

5th Filing

Receive May 4, 1935...... Effective May 14, 1935.

Prices on 6 new items.

6th Filing

Net prices on 5 items.

Note: These prices were generally slightly less than Company #8's prices effective April 13th and slightly higher than the same Company's prices effective May 7th.

7th Filing

Received May 20, 1935......Effective May 29, 1935.

Addition of 42 new items.

COMPANY #25

1st Filing

Discounts

Reflectors and Fixtures

	Quant	titie	S	Distributor	Jobber	Contracto Dealer La Users	r: Consumer	
Less	than	Std.	Pkge.	30%	25%	20%	List	
			Pkges.	48%	37%	33%	10%	
5 or	more	11	11	485	42%	39%	20%	
50 ¹¹	11	Ħ	11	48%	42%	425	30%	

Terms

Net 30 days. 2% on invoices dated 1st to 15th if paid on 25th, on invoices dated 16th to 31st if paid on 10th prox.

خثبر

COMPANY #25 (Cont'd)

Shipping

F.O.B. factory. Freight allowed to destination on all shipments weighing 100 lbs. or more. No allowance for shipments weighing less than 100 lbs.

Price List applying to Company #25's Catalog.

Note: (No catalog was filed).

2nd Filing

Received July 25, 1934......Effective August 4, 1934.

Net prices on 3 items when purchased in quantities of 500 or more.

3d Filing

Received July 25, 1934...Effective August 1, 1934.

Prices on 11 additional items.

4th Filing

Received July 27, 1934.......Effective August 1, 1934.

Coincident filing meeting Company #2.

Discounts

Reflectors and Fixtures

Qu	antity	Distr	ibutor	Jobber	ContrDealer Governmental & Public Utility Users	rial and		
Less th		_	30% 48% 48%	25% 37% 42	20% 33% 39%	10% 25% 32%	List	

5th Filing

From approximately 4% to approximately 30% reduction in price of 10 items.

45 additional items.

COMPANY #25 (Cont'd)

6th Filing

New Price List applying to Company #25's Catalog.

Note: (No catalog was filed).

7th Filing

Received April 11, 1935.......Effective April 22, 1935.

Prices to the U. S. Navy on reflectors made according to U.S. Navy specifications.

8th Filing

Net Prices to distributor on 5 items.

Note: These prices are identical with Company #81s prices effective April 13th.

Addition of one item to the U. S. Navy List.

9th Filing

Received April 23, 1935

Effective May 3, 1935.

Discounts

Quantity	Distri- butor	Jobber	Contractor Dealer	Consumer
Less than Std. Pkge.	30%	25%	20%	List
1 or more Std. Pkges.	48%	37%	30%	10%
5 or more "	48%	42%	35%	20%.

10th Filing

Received May 10, 1935

Effective May 16, 1935

Coincident filing to meet Company #10's filing.

Net prices to distributors on 5 items.

Note: These prices are identical with Company #8's filing effective May 5th.

COMPANY #25 (Cont'd)

11th Filing

Net prices to distributors on 5 items.

Note: These prices are approximately 105 below Company #8's prices effective June 1, 1935.

12th Filing

Received May 29, 1935

Effective June 12, 1935.

Approximately 30% reduction on 2 items. 45% " " 2 "



APPENDIX B



R.U. B.B.E.R. C.O.V.E.R.E.L. u.f.E.g. Chronological Chart of Hajor Fillings (for Incidental and Informatiate Fillings see App.A.Part 1,50c.(A)

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PLEXIBLE CORDS AND PORTABLES

Chronological Chart of Frice Fillings, Customer Classifications and Changes in Discounts of Representative Companies

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SO 250' to 18' to 98' 250' to 1M' to 5M' ************ 3500 15.0 6045 1008*tn 5000*C504*504* 99 99 9 22 2 2 202 Aug (104 104 16 508 to 2081 1 8 33 5 8 28 58 35 B 58 25 23 32 55 Ŋ 2 24 33197 3 2 15 33 15 828 3 DEALTHS DEFT. 3 9,9 3 DEALTHS 3 9,9 3 3 SCHOLOGO SCHO R 28 A TAMPON TO THE 3 33 32 20.25 2 9 9 10 2 38 38 22.25 22 3% 2 8 3 88 8 3 22 A TOOLE ORDER JOSEPH SALES SALES SALES SALES TO A TOOLE SALES SALE 10 4 10 gun 2 200 10 5009 223 222 233 2222 222 2333 Ary <508' 508' 1008' 1008' to quan-or> or> or> \ 199,999 20fes two special types of wire)* 5. 20(Two types 15 spec. comst.)* 5045 25 28 23 23 2888 232 8 33 28 28 3,8 28.28 25.25 28 20,29 0 Memiliaciuress 10M/c50M 50M 100M 100M 60 10M/c50M 50M 100M 100M 80 2 C10M 50M £ £ EE FF 3 5000 200 25M or > 3885 5885 5885 5885 DISTRIBUTOR 7700 C - 117 5100 IS- Quen-1/12 0195 Cot 1127 4104' 5085 5400 \$11,00 per K1 10 \$24,00 \$24,00 \$25,00 907. 1 14.00 per u. 19.00 per u 100/57 10/175 10.100 par W 9/1/37 9/1/73 \$11.00 per u' 10/2/73 \$0.00 \$20.00 11/2/40 1/1/74 \$16.00 2/15/40 \$1.50 3/6/30 \$1/5/40 \$1.00 3/6/30 \$1/5/40 \$1.00 00.6 4/13/10 4/11/11 00.00 00. 2/9/24 2/12/34 118.00 3/24/34 1/24/34 59.00 1/3/34 1/13/34 59.00 10/13/34 10/15/34 59.40 Effactive P 9/1/33 9/1/33 10/17/73 Rose 11/22/33 Rose 12/21/33 Rose 1/10/34 1/13/34 CONTANT \$ 10 CORPAIN #25 CONFART 612 CORPART 463 CONTAIN #6 CONTANT 61

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ORIOTALL FILINGS	EXTRUS AND AKTUOTIONS	1, Lear than All resistants & stores give 3/0 15.5, etc. 27 per D. from 190 to 195 les. 15.1, 21.2, 14.7, 10.7,	1, Some es Co. No. 1 access sisse from 15-26, and 105 C. perm st Co. So. 1	1, Star et Co, No, 2 2, dam na Co, No, 1	TOWALTINGS 1. Ages on original filling (stoods 4/0 to 5) 2. See as official filling 4. See 1. See 1	L. Mann on orticital Miles 2. Journal of Chiles 17. Journal of Chiles 18. Journal of Chiles 5. Journal of Chiles 5. Journal of Chiles	2. Same or Co. Fo. 1 2. Same or original fillow 1. The same or Co. 1 5. Serve or Co. Vo. 1
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	73.57	E o c Far and	13.78	13.78	No. t Plaked	15.00	18,00
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Appendix B Fare 5 Megne Fire Fage 1	NIES PRICES Extra Over NIES SEAFE TIPE Date	9 9 9 9	Same se Co. No. 1 tames tames to make tames t	Section 20, 100, 100, 100, 100, 100, 100, 100,	Rame and Do. 100, 1 Section and Do. 100, 1 Share and Co. 100, 1 Share and Co. 100, 1	Seme as Co., Eq. 1 Seme as Co., Eq. 1 Seme as Co., Eq. 1 Seme as Co., Eq. 2	Shows as Co. No. 1 Shows as Co. No. 1 Shows as Co. No. 1 Shows as Co. No. 1	Stram en Co. No. 1 Stram en Co. No. 1 Stram en Co. 70. 1 Stram en Co. No. 1	. Same so Co. No. 1 - Same so Co. No. 1 - Same so Co. No. 2 - Same so Co. No. 5 - Same so Co. No. 5 - Same so Co. No. 5 - For Dates an equate with	Same as Co. Fe. 1 Mo central Mo. 25. Same as Co. Fe. 1 Same as Co. Fe. 1	Seams no Co., Fo. 1 Sector to Co. Ho. 1 Sector to Co. Ho. 1 Sector no Co., Fo. 1
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	Tental to Steel	1, 384 50 days from data of involva- 2, 2/ 61 the property are date of . Motor (1) & (2) spays only on are 3, 65 per sames with 30 days.	1. Same et Oc. 20. 1. 2. Same et Oc. 20. 1. 2. Same at Oc. 20. 1. 3. Same at Oc. 20. 1. 20. Same at Oc. 20. 2. 20.	1, Same as Op. 10, 1 25 stars as Co. 10, 1 25 stars as Co. 10, 1 3, Same as Co. 10, 1 3, Same as Co. 10, 1	1, Scam as Co. Ho. 1 20, Scam as Co. Ho. 1 20, Scam as Co. Ho. 1 3, Scam as Co. Ho. 1	1. Same as to No. 1 Sense as to Mo. 1 5. Same as to Mo. 1 15. Same as to Mo. 1 1844: Man as to Mo. 2	1, Same as Co, No. 1 2, Same as Co, No. 1 Motes, Same as Co, No. 1 3, No enction	1, Stage An CA, May 1 2, March of CA, May 1 15 St. Strong an CA, May 1 3, St. Strong an CA, May 1 3, St. Strong an CA, May 1	2. Same as Co. No. 1	2. Sauge es Co. No. 1 2. Sauge es Co. No. 1 Notacidado es Co. No. 1 3. Sauge es Co. No. 1	2. Same of Co. 180 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
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CIPTO SETT SET OFF	STITE AND ARTHURS STATES	1, Oran N. (1992). The state of	1) State or Co. M. 1. 5) State or Co. M. 1. 5) State or Co. M. 1. 4, No consists or Co. M. 1.	2) Section 20 (2) 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	1. Lones and E. Br., or charges) on three of 1 red. (1989) as three of 1 red. (1989). 2. Lones of 2 red (1989). 2. Lones of rectangular virus. 2. Lones as Go. 20, 1. Lones as Go. 20, 1. Lones and Go. 20, 1. Lones as Go. 20, 1.	1. tans on Co. Vo. 1 5. can see Co. Vo. 1 1. Co. Their Dept. Pres. Raph Canadactivity M.T. (S) Co. Dis to Their See And A. Ly Pres. 10. (D) Do. Do. Pres. Their See And Ly Pres. 10. (C) Cons. Univ. 9, 599 Their and 24 per 10.	2. factor of Co. fb. 1. 2. factor or Co. fb. 1. 3. factor or Co. fb. 1. 4. fb manippo . fb. 1.	2. Keepen 20. 10. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	1, takes as 0. 30. 1 2, takes as 0. 30. 1 3, takes as 0. 30. 1 4, 10 crastes a	7. Section 2. Co. 2. Co	1. Second as Co. 18. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.
NOTES AND	DITLAS OF BASE PRICE	of North Control of State (c) Tree (c) Tree control and the state (c) Tree control and the state (c) Tree control and the state (c) Tree M. The control and the state of c) Tree M. The control and the state of c) Tree M. The control and the state of c) Tree M. The control and the state of th	1. does as Co., in (filling as remarked and and all and	2, 500 at 20, 50, 51, 51, 51, 51, 51, 51, 51, 51, 51, 51	20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2 dams as Go, No. 3 2 dams as Go, No. 3 4. No contino 5. No contino 6. No contino	1, Same as Co. No. 1 2, Same as Co. No. 1 4, Same as Co. No. 1 4, Same as Co. No. 1 5, Same as Co. No. 1 6, Nome cases added & credited.	1, 60 cm to 10, 11, 11, 11, 11, 11, 11, 11, 11, 11,	1, same as Go, 10, 1, 2, 3, 3, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4,	2. 4 miles and a m	2, 500 at 20, 100 1 2, 20, 20 2 2, 20, 20 2 2, 20, 20 2 2, 20, 20
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	TEADOO	₹ :	7	8	ı	\$	*	# P Mag	£	\$	#10 12 9822



9/18/33 1. Sacre as Co. Se. 1 2. Socre as Co. No. 1
1, Second As Co. No. 1 2, Second as Co. No. 1
1, Samm se Co. Mo. 1 2, Samm es Co. No. 1
1, Sauss ne Co.No. 1 2, Sauss ne Co. No. 1

COGANT

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Appendix 2 Part 3 Magnet Tire				27							
m-ddy ey	SIZE SEAPS TIPE	1. Samm as Co. Se. 1 2. Samm as Co. No. 1 3. Samm as Co. No. 1 4. Samm as Co. No. 1	1, 2, 2, 2, 2, 2, 2, 2, 3, 3, 3, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4,	1. Do not mfg. below fitse 11 2. Sarse as Co. No. 1 7. Do not mfg rect, wire 4. Do not mfg square wire	1. Same as Co. No. 1 2. Same as Co. No. 1 5. No mention 4. Same as Co. No. 1	1, faces as Co. Wo. 1 2, faces as Co. Wo. 1 5. Do not min. rect. virse 4, faces as Co. No. 1	1. Same as Do. No. 1 2. Some as Co. No. 1 3. Same as Co. No. 1 4. Same as Co. No. 1	1. Same as Co. No. 1 2. Same no Co. No. 1 3. Same as Co. No. 1 4. Same as Co. No. 1	1, Same as Co. No. 1 2, Same as Co. No. 1 3. Do not mfg. rectangular b. Do set mfg square wice	1. Same as Co. No. 1 2. Same as Co. 10. 1 5. Same as Co. 6e 1 5. Same as Co. 6e 1 5. Same as Co. 10. 1	1. Garm as Co. No. 1 2. Sarm as Co. No. 1 3. Do not mill react, wise 4. Do not mill seat, wise
	FILESO	9/18/33	9/10/33	10/1/33	9/18/33	9/16/33	9/18/33	9/18/33	10/9/33	9/16/33	9/18/33
	ZEELS OF PATIENT	1, Shame no Co, No. 1 2, Shame no Co, No. 1 10, Shame no Co, No. 1 3, Shame no Co, No. 1	A SA	2. Braza en Do. 16. 1. 2. Votes Baton en Co. 16. 1. 3. Sanza en Co. 16. 1. 3. Sanza en Co. 16. 1.	1, Secondo Co. No. 1 2, Secondo Co. No. 1 3, We contin	2. Samm no Co. No. 3. Sec. 3.	2, Sauze en Co., No. 3 2, Seuze en Co., No. 3 3, Roare en Co., No. 1 3, Roare en Co., No. 1	2, Suze na Go, 20, 3, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2,	1, 30-2m es Co. Ro. 1 2, 1, 10 days actes of Lavolces 10-2s; Suzers so Co. No. 1 3, Ston. es Co. No. 1	2. Share on Co., No. 3. 2. Share on Co., No. 3. Shore share on Co., No. 3. 3. Share on Co., No. 3.	1, Sage as Co. 30, 1 2, 5 10 days date of invoices to we have a Co. 10, 1 3, them as Co. 10, 1
HACKET BLEEF (FLAIB)	Legaring to shipe 3	1, Sacon se Co. 160. 1 2, Sacon se Co. 160. 1 3, Sacon se Co. 160. 1 4, Sacon se Co. 160. 1 5, Sacon se Co. 160. 1 6, Sacon se Co. 160. 1	1. (a) Less then DOO the 7 O.S. Genory including propaid and another force. Parishiphilarly, hearter-residual another force. Parishiphilarly, hearter-residual series of the force of the f	20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	(1, to motten except delivered prices. (2, And freight equiling with nompositive (3, posits having Jonest published freight (6, retal	1. Soon as Co. 10. 1 2. Second Co. 30. 1 5. Soon as Co. 30. 1 5. Soon as Co. 30. 1 actually disbon, N. N. 5. Soon as Co. 30. 1	2. Second of the control of the cont	2. Same as Co. 3p. 3 2. Same as Co. 3p. 3 3. Same et Co. 3p. 3 5. Same et Co. 3p. 3 5. Same as Co. 3p. 3 6. Same as Co. 3p. 3 6. Same as Co. 3p. 3	1, form at Co. 30, 1. 2, form at Co. 30, 1. 3, form at Co. 30, 1. 4, form at Co. 30, 1. 5, form at Co. 30, 1. 6, form at Co. 30, 1. 6, form at Co. 30, 1.	1, Second et Co. 26, 3 3, Record et Co. 36, 3 5, Record et Co. 36, 3 5, Record et Co. 36, 3 5, Record et Co. 36, 3 6, Record et Co. 36, 3 6, Record et Co. 36, 3	44444 86888 86888 86888 86888
	TOTAL AND ASSUMPTIONS	1, Sauss set Co. 26, 1 2, Sauss set Co. 26, 1 4, Sauss set Co. 26, 1 4, Sauss set Co. 26, 5	The form we Co. No. 1 F. games we Co. No. 1 J. mans who Co. No. 1. N. N. weder to Galla Section. 4. Propriess on Co. 18.0 N. N. weder to Galla Section. 4. One.Office, Rehemetedly, N. T.	1. To the set of the h. 1. 2. To the manufacture rectangular alongs wire. 3. Man and D. D. 1. 4. For martina.	1, to mestion 2, 2 de mestion 3, dans ms Co. 1, 4, to mestion 4,	i, dans as lot, No. 1 S. Do ton Marketagolar wire S. Marries for S. D i, No matter	1, Seas as Co. Fo. 1, 3, 5, 5, 5, 5, 5, 5, 5, 5, 5, 5, 5, 5, 5,	1, 66mm as Co. No. 1 2, 5 mas as Co. No. 1 5, 50mm as Co. No. 1 4, 50 mastion	1, Jones es Co., Ho., 1 2. Do cal deferentempollar wire 3, James as Co., Ho., 1 6, No mention	1, from es Co. 26, 3 2, from es Co. 16, 3 3, from es Co. 16, 3 4, from es Co. 26, 5	1. Sees as Co. No. 1 2. Do not far estragalar elve 2. Do not far estragalar elve 3. Do notico no. 1 4. Do notico
	ETTERS OFTE MASS PAICE	1, Sans as Co. 30, 1 2, Sans as Co. 30, 1 3, Sans as Co. 30, 1 5, Sans as Co. 30, 1 5, Sans as Co. 30, 1 6, No santition	444444 44444 44444 44444 44444 44444 4444	1. Same as Co. No. 1 (Nound wire enly) 2. Mann as Co. No. 1 3. Mann as Co. No. 1 5. Mann as Co. No. 1 5. Mann as Co. No. 1 6. Mann as Co. No. 1 6. Mann as Co. No. 1	1, Raps as Co. No. 1 (Filling on round stee S. Lams as Co. No. 1 only, Efg rect, wire 3, No sawition also 6, No sawition 6. No sawition	1. Same as Do. Set.] (remaid wire only) 2. Same as Do. Set.] 3. March as Do. Set.] 4. See marking by the set of the se	1. deam as Co. No. 3. 3. 3. 3. 3. 3. 3. 3. 3. 3. 3. 3. 3.	1. Second as Co. So. 1 2. Second as Co. So. 1 3. Second as Co. So. 1 5. Second as Co. So. 1 5. No continue	1. Same as 62, 36, 1 (Round etce only) 2. Same as 62, 36, 1 3. Same as 62, 30, 1 5. Same as 62, 30, 1 6. No motion	1. Name on Do. No. 1 Same and Do. No. 1 5. March on Do. No. 1 Same on Do. No. 1 5. March on Do. No. 1 6. March on Do. No. 1 6. March on No. 1 6. March on No. 1	1. Mans on Cr. 10. 1 (Sound wire only) 2. Mans on Cr. 10. 1 (Sound wire only) 3. Mans on Cr. 10. 1 5. Mans on Cr. 10. 1 6. Mans on Cr.
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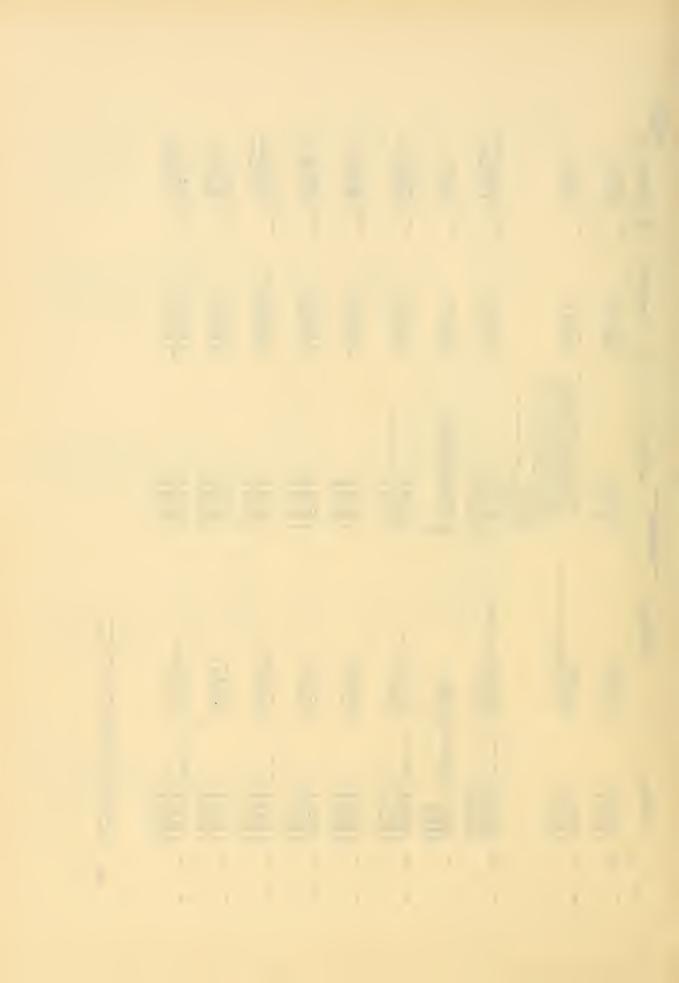
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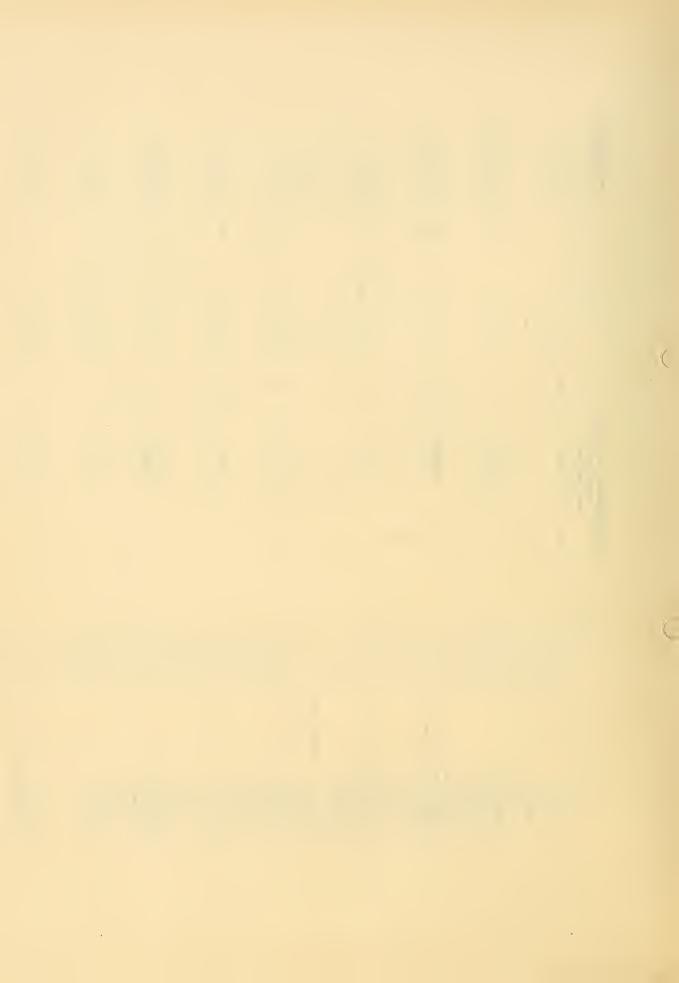
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(ONTOTABL FILLING OF PRACTICUAL MONES POWER MOTOMS)

Class & - Unity where provide marks are limited or where business is marky head to casps, or the purchase prover as an incidental adjunct.	Class B - Deer folgs as Leterstate business to an extensively motorized influency and purchase molece at an everage rate over a three pract ported of \$2,000,00 or men annually.	Chase C - Contral stations and control stations building composates buying moders for asis to ann-affiliated temperation	Class D. Basis mitri Ladies better acrisement of the mitri factory p.
Class & - Usare	Class B - Users	Class G - Cente	Class B - Renal

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Class D - Estado motor Aselera having agricomante with motor comparanter.	Rq - Discount to Class D purchasses only, hased on aggregate and salw of striess placed namually:	Class B - Hesele purchasers mut otherwise clessified.	Class F - Paderal. State and Monteland Corresponde.

		Shipment of 90 or more makers that shipment manneting to \$10,000 or more					
	Value of Order	10,000 or mrs	Discerns \$	no	•••	-3	= 2
	Discount 75	营营	Pander of Meters	800	800	25000	3,500
	Class 9 - Near fide resails modified and market from the state in products must defined by them. OQ - Discount to Class 0 purchasers hased on delice raims of order and adjusting requirement! Discount Annual Comments and the state of the s		CAME - Discount to Ctoos 0 purchasers only, mesed on quantity of maters purchased in one years				
nate,	rere who included motors in you dealthy radius of order		sheard on quantity of moto				
Class F . Pederal, State and Manicipal Governmente.	pale mechanity mentiotics		these 0 purchasers only,				
Class F - Pederal, Ste	Chase 0 - None fide on		OMG - Discount to t				

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. 1 - Discensite to beam file edmontlegal institutions for imstructive purposes.

d - Class S. C and S milipliers (applier to specific purchasers and is larger than and in lite of classification discount). Mages 1 to 5.95.

3 - Additional discensis to som Class 0 purchasers as openitio miore, (Sauge 3 to 195).

L . In percent discount for met adjumnt of 10 or new miors.

E - Jobbers and distributors

1,000 to 2,999 2 3,000 to 4,999 2 1,000 to 4,999 2 1,000 to 4,999 2 10,000 to 19,999 5 1,000 to 19,999 5 20,000 to 26,999 14 30 . Azmel quantity discount to all purchaseres

erenzez ann Mandentraine (Clase A)

Databare R. (200 or more 6 mestas

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Ashere the Name App (200 or prose

Eff. (Clase 8) taking meet than \$90,000 per pass

Eff. (Clase 8) taking meet than \$90,000 per pass Note P #C - Olves to cartell tagnetries rather than tediriduels. Note of - Close O discount: Note 2 4) - Discenst Schedule:

Of the factor of the facto | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,000 | 150,

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In addition to the foregoing, Company #24 gives any purchaser other than Class 0 the following quantity distanted

Note #6 - Sees to Company #10.

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NOTES

(FINAL FILINGS OF FRACTIONAL HORSE POWER MOTORS)

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Class 4 - Users whose power requirements are limited or whose business is merely local in scope or who purchase power as an incidental adjunct.
    A-1 - Discounts: Orders less than $500
                                                       That
                        Individual Ordere 500 - $999
                                                        10%
                                    1000 - 4999
                                     # 5000 or more 16%
Class B - Doing an interstate business in an extensively motorized industry and purchase motors at an average rate over a 3 year period of $2,000 or more annually.
Class C - Central stations and central station holding companies buying motors for sale to non-affiliated commanies.
Class D - Resals motor dealers having agreements with motor manufacturere.
     DO - Class D discounts (unchanged).
Class E - Resale purchasers not otherwise classified.
Class F - Federal, State and Municipal Governments.
Clase G - Bona fids regale machinary manufacturers who install motors in products manufactured by them.
      GB - Class C purchasers whose purchases from a single company have averaged $2,000 or more annually during 1931, 1932 and 1933 or 1932, 1933 and 1934.
      GQ - Discount to Class C purchasers based on dollar value of order and shipping requirements:
                                                                                                             Discount
                                                                                                                               Value of Order
                                                                                                                                                        Shipping Requirements
                                                                                                               20%
                                                                                                                                 $1,000 or over
                                                                                                                                                         (Same in all classes)
                                                                                                                                  3.000
                                                                                                                30%
                                                                                                                                                         Unit shipment $150.00 (book value) and complete order in 90 days.
                                                                                                                35%
42%
                                                                                                                                  8.000
                                                                                                                                 16,000
Class H - Authorized machinery dealers who are resals outlets for machinery manufacturers (Class G).
     EB - Class H purchasers whose purchases from a single company have averaged $1,000 net or more annually during 1931, 1932 and 1933 or 1932, 1933 and 1934.
Class I - Bona fide aducational institutions for instruction purposes.
      J - Class BC and G multipliers.
      K - Additional discount to some Class G purchasers.
      L - Ten percent discount on unit shipment of at least $150.00 to one destination.
      M - Jobber and Distributor.
Note #1 - No change from original filing.
     #2 - Resals machinery manufacturers branches and distributors 25%.
     #3 - Discounts allowed all classes of customers if shipment to be completed within 3 months
              Range of unite 15-500 or over. Range of discount 10% to 30%.
              Range of value $200.00 - $12,000.00 or over. Range of discount 10% to 35%.
          Shipment to be completed in six months.
              Range of units 25 to 1000 or over. Range of discount 10% to 35%.
              Range of value $1000.00 to $50,000.00 and over. Range of discount 10% to 35%
     - Discount allowed all classes of customers.
              Range of units 10-150 and over. Range of discount 10-20%.
     #5 - Discount Schedula:
     Manufacturers (Class 4) 25%; Dealers 50%; Dealers $2000 list 6 mos. 52%; Jobbers who purchase less than $50,000 annually 52%; Jobbers who purchase more than $50,000 annually 22 and 42%; Manufacturers - Ses Note #1. #6 - Discounts on quantity shipment within 90 days: $1,000 list - 5%; $2,500 list - 7%; $5,000 list - 10%.
     #7 - Extra quantity discount to Class G 1/15/35: Units 10-24 - 36: Units 25-49 (Within 90 days) - 5%; Units 50-99 (Within 90 days) - 8%; Units 100-399 (Within 90 days) - 10%; Over 400 (Within 90 days) - 15%.
     #8 - This company allowed discounts to all purchasers based on quantity of motors. Discount ranged from 20% on purchase of one motor to 57% on purchase of 5001 and over motors to be shipped in 90 days in unit shipments of 100 motors.
     #9 - In addition to #8. Lote 25 or more, one month shipment - 35 - 10%.
An asterisk * denotes that the filing includes the subject matter contained in the heading of the column.
S 1 - Shipping - FOB factory, freight allowed to destination.
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S 2 - FOB factory.

T 1 - Net 30 days.

T 2 - 2% 10 days net 30.

LAN MOTORS (FRESTRICTANS)
ORIGINAL AND FINAL FILMOS
ORIGINAL FILMOS

		TEMPERS													See note on Final cheet						Organisations ragularly pur- chasing less than 50 fans -	only (1) filling.			echly (1) filling.Organisetione regularly muchheing fane from liso. Supply Dist. less than 5C = 25%, over 50 ~ 35%,			
TURKITEU		THOLESALTH TERMS	2-10 A - M - O Wet 30	2-10 A - D - C Net 30	2-10 A - D - C . Set 30	2-10 D	Net 30 Net 46 Nockies 39 degre extre		Designed A . II & epecial users Ref-15prox	Consign A - D ment 2-15 prox.	-On all A - B	2-10 B		Z-10 A = B = C	e o		2-10 A = D Net 30		2-10 A - B Het 30		Met 30 A - 8 - C 0s	i e	24 6/1 V	28 0/4 10 prox.	7-10 1 - 8 - C 1-5 1 Not 3-1 N	3	A-10 Office A-10 O	2-10 Mak 50
	RESALLE	TILLIFIES WORS. NEWLISH	11/29/34 LanetSO 354 15-54 Overt50 15-5	1007gane = 100-10-3 Lessiff50 75/5 Overff50 35-5	100 feam - 140-10-3 1Ae e850 154 Over\$50 15-10	100 Table 101/34 10-35 10-35			Lessf50 35/6 Overf50 35-5			Lone \$50 35-5 Over\$50 35-5							Leasto 154 Leasto 154 hearto 15-5 Overto 15-5 ho-10-1 (1/20/14)				NOW .	X On	Less\$0 15¢ her\$50 15-5 100 fans 10-10-1\$*		200 355 200 250 35-5 (1/10/15)	
	A-Agente 9-Special	CORS JOBBERS				30 6																	\$05	⁵ 0 ⁶				
		INSTITUTIONS	\$5-62	35-56	35-58				35-54	36-61	36-61	\$6-61		35-16			35-54		19-54		35-24				15-58		草	
		COMMERCIAL.	1-50 255 \$0-1 15-55	1-50 25\$ 50-18 15-5	1-50 258 50-K 35-5				95-71 154 25-10 555 50-11 154	5-24 154 25-49 254	24 15 2 15 2 15 2 15 2 15 2 15 2 15 2 15	6-24 158 25-49 258	6-45	9-24 154 29-49 254 50-8 39-5					6-24 195 24-49 255 50-8 35-5									
		GOVERNMENT	35-58	15-54	15-5				35-54	35-56	35-54	35-41		36-61			85-62		19-64		15-51				g bodie		35-54	
	C-Contract	M-Merchandise	c -50%	\$04 -5	805- a	3-50-54	H-50-5		\$05-0	\$05-2	\$-50¥						50≰		\$05 -:						\$0¢ - 20¢		\$51 058 zee.	 Chairs are defined as Convertal Chaise and Tabustial Chairs Coossumers defined as Castal, Large and Special
		DEP ARPLIANT	1			75,			Zers \$50 35-54								u-		lees \$50 354 C - 504 Over \$50 15.5				\$0n	¥07			Leas 450 35% Less 850 35% Over 450 35-5	are defined as C ndustrial Chains re defined as Ca ectal
DISCOURTS	5-Syndicets	Um 1 * 000	Less \$50 358	Leas \$50 356	Lese \$50 154				Less \$50 354 Over \$50 35-54	Lese \$50 354 Over \$50 35-5	Less \$50 354 Over \$50 75-5	Lass \$50 35% Ower \$50 35-5		Lees \$50 36% Over \$50 15-5					Lees \$50 15\$ Over \$50 15-5		Less 850 15% Ower 850 35-5				Less \$50 355 Over \$50 15-55		2008 \$50 355 Over \$50 35-55	1. Chairs and I 2. Consumo and S
		OI STRIBUTOR	1	uo-10-34	uo-10-3				40-10-3	ho-10-3	l40-10-3			Less 350 354 Over 850 35-5			Less \$50 35\$ Cwsr \$50 45-5		₩Ç-10-1						\$1-01-U1			
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0	C-Commercial C-Carual		1-15-56		6-35-5		Į.		35-61-2	1-35-5	1-35-5	1-19-5	Same as 6"	1-35-58	Same as 6" Same as 6"			Some as E	1-0 35-54	Sees no 8" Sees no 6"	I-c 35-54	SME ne 8º			14-66 3-1	Same an St	I-c 15-54	Some as 8ª Sedec as 5ª
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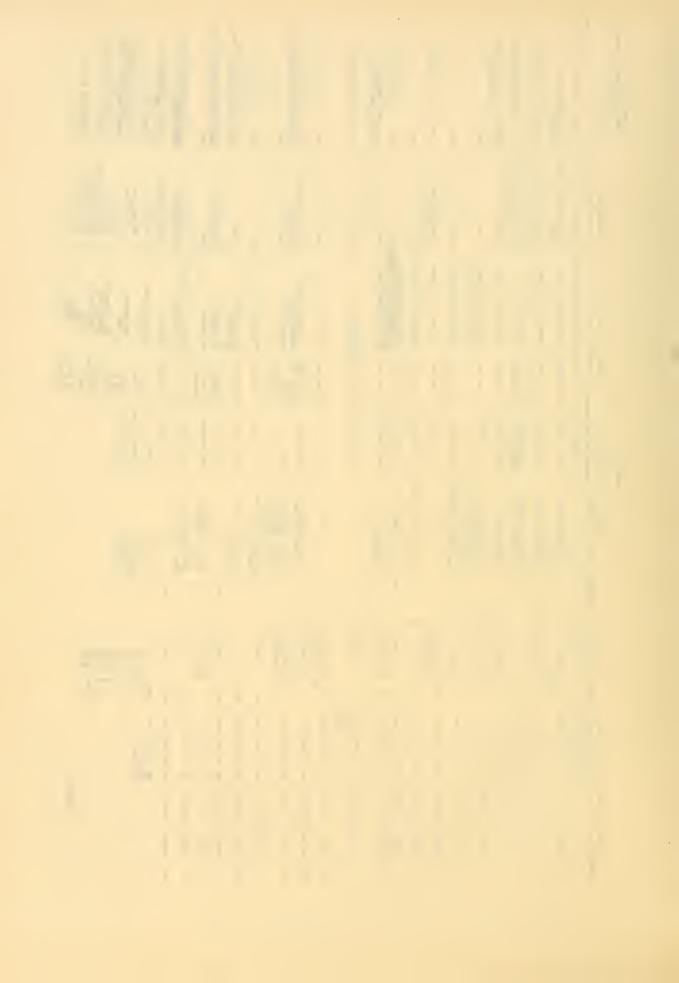


FAN MOTORS (ELECTRIC PAIS) SALEÇAL AND FINAL PILISES

		7.5	e or ' -bezotce change			d Only one filling	Lacontinued 8/2/74	Offered to trade #50-10 from list	d Only one filting	2/1/4 LIST PRICE \$1.90 #103 does not errear erre 9/4/34 connect u/1/35 to #3105	f Only one filling List price abanged to \$1.96 5/11/35	# Only one filling List arice changed to \$1.95, 5/11/35	d Only one filing	allowed for payments and by 1, No. change 1/14/5, from 1/50 to 1/15/5, from 1/50 to 1/5	only one filing	f Only one filling
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Contract Effective Prince Structure Contract Prince St	Appendix B- Part 6 Electrio Arc Welding Apparatus. E ection a.	1			12 mo. covering metl, and ordernable.	12 ms, ertl, & workmanship, Ges enfines only, 30 osys.	12 mo. matericl . mu : orbas nehip.	Oubremteed to meetE.A Standard Ratingo time specified,	*one	9100	12 mos. metl. nu morkmensp	Mobe	Нове	12 mo, metl & workmanship. Gos engine only, 30 days.	12 mo, matl, and workmanathp	Моть	12 mo, except engine & accessories which take guarantes of their makers.	Fone	Моде	Quaranteed to meet NEWs established rating. He time specified,	12 mo. except ges engines, etc. guar- anteed according to the maker.	Mone	12 mo, except gas engines shich are based on maker's guarantee. NEMA standards.	12 mo, matl & workmenship, Gas engines, 30 days only,	1, Nove - 6 Coe. 2, 12 mo, szcept gas engines d. cithar purchased perts carrying moder's guarantes - 6 Coe. 3, 12 mo, metertel and workmanning 4 Coe. H, Gearantes& to meet NEMA standarfs - 2 Coe.	
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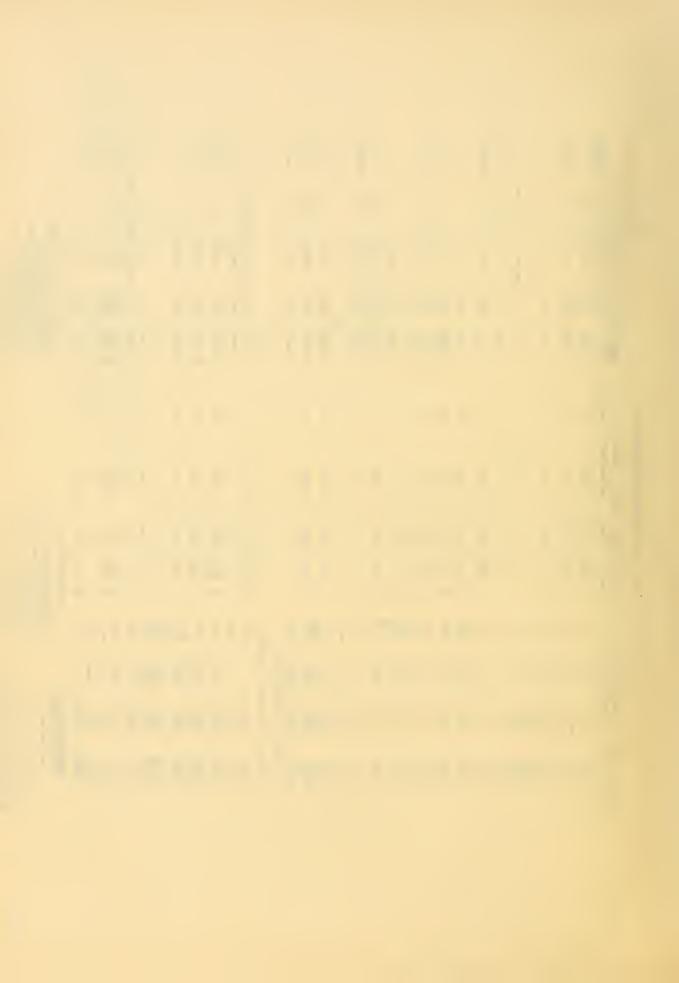


LATEST FILINGS - TELDING APPARATUS

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		.85 604* .135* .165*	1.00 %4 16 -19	1.00 less 16 19	P500M = 705 2500M = 335	85 60% -344 374			171. 171. 972 20.	3/30/34 */30/14 3/30/34			4064, 3.0, 3.7, 0, 3 4064, 3.0, 3.7, 0, 8 4064, 3.0, 3.7, 0, 8			$\begin{aligned} &106a, B, D, E, P, D, E & (2/16/3^4) * (1/40/3^4) \\ &106a, B, D, E, P, G, B(2/16/3^4) * (3/30/3^4) \\ &106a, B, D, E, P, D, R & (2/16/3^4) * (3/30/3^4) \\ &106a, B, D, E, P, D, R & (2/16/3^4) * (3/30/3^4) \end{aligned}$	
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- Only one filling

- On all accept personnel quotations, a trade
discount of 215 maximum to allowable.

BOZNO



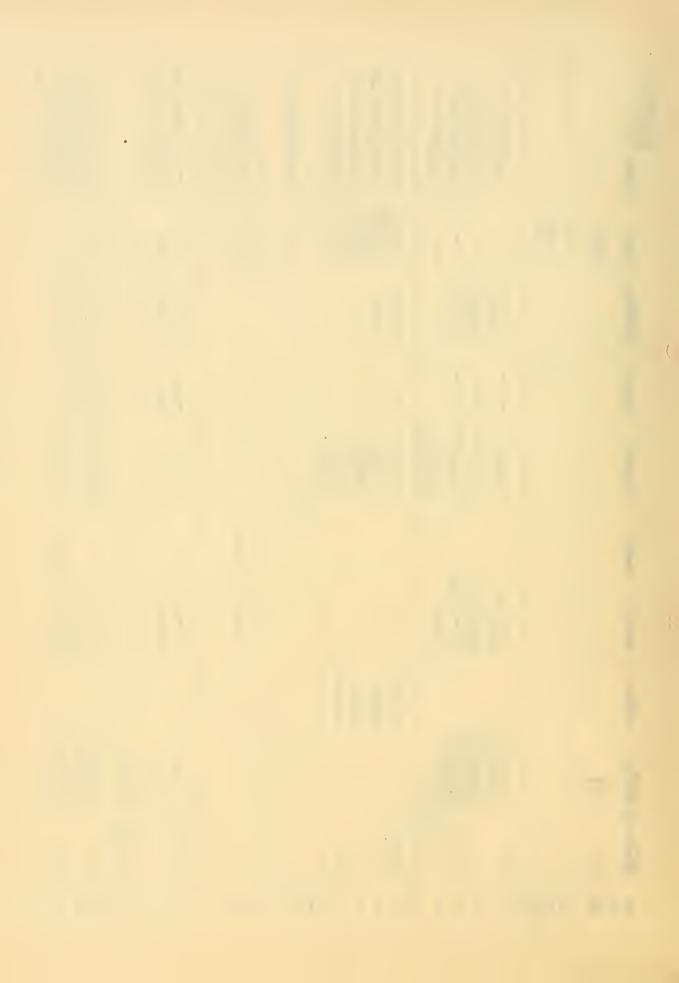
ORIGINAL PILINGS OF DRY PATTERN AND PLABELIGHT BROUP

DELIVERY AND PAYMENT TERMS

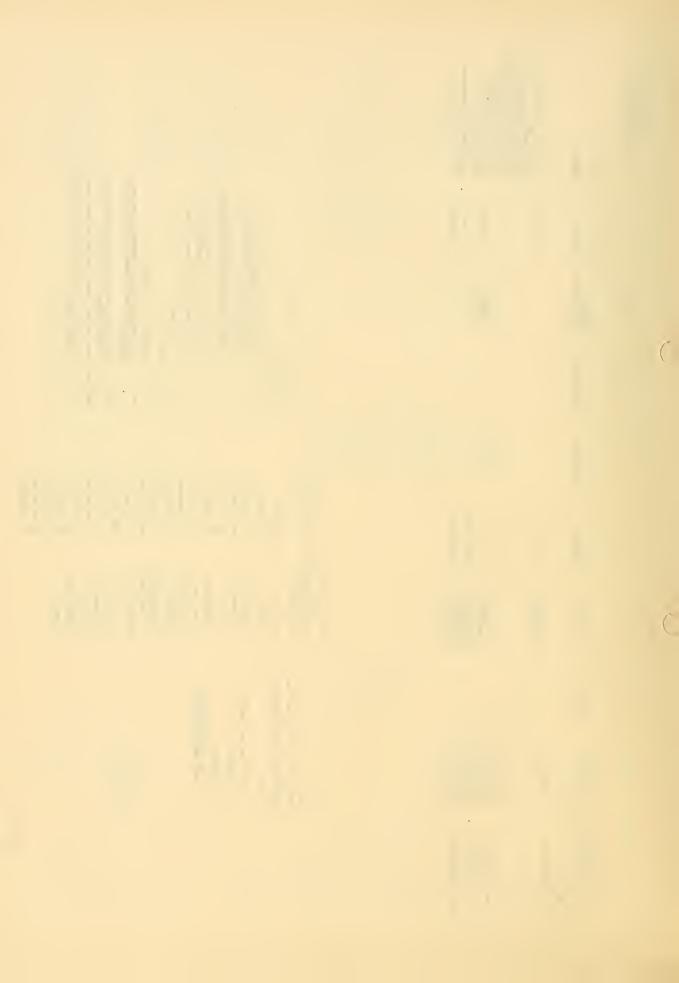
	Armiles to Contoners Storehouse Cities 'Vg', allowed on stendent medicage storest of 1000s - less than 1000s by the Arminest and 100s of the Armin	Dotteries may be essorted with dry soest to make we overload of the possible make be included in 1071bs shi ments. ***Store boor delivery add by wer cell	Chain having centry, serviceses and distribute themselves FUB their extensives are selected to the services of		*Symicate chain stores delivery con- ditions or TW Cutter blu 12 14,45,46,50. Synitate chain acres delivery con- ditions FOR Cities 1,41,22,41,45,46,50. *Synitate chain stores delivery con- ditions FOR Cities 1,41,22,41,45,46,50.
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9015000001 2	000, c1ty #2		159 & 104. A 159 & 104. A 159 & 104. A 159 & 105. A	FOR City 1	24 A 705 City A 703 City 422 24 A 703 City 422 CL 25 A 703 City 422
९ कार्यक्षा	189 & 106 & Cities 2.21 ul, ul, 50,51 189 & 106, & Cities 2.21.41 ul, 50,51 189 & 106 & Cities 2.21.41 ul, 50,51 7 LSQ & 106	1.5Q & 10\$ A	15q & 10¢ A. 15q & 10¢, A. 15q & 10¢, A. 15q & 10¢, A. 15q & 10¢, A.	FOR CITY 1	
DISTRIBUTIORS 5		CL 24 159 & 106 A' CLY 43. 159 & 106 A' CLY 43. CL 26	CL 24 A 139 & 108 B 05D & 106		CL 24 150 & 105 CLD 4150 & 105 CLD 4120 & 105 LQ 412 B 105 LQ 412 B 105 CLD 54 150 & 105 DSD 4 106 DSD 4 106
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11/11	1. D LSQ & 104	CL 24 LSQ & 10% DSD & 10% A. POB Cities 2.4,22.41.11 45,46,50		1.5Q d 10% A 70B Cittee 2.4,22 h1.43, h5,46.5C.51	Şin,	708 Cittes 1,41,4,22	DSC CLLY 422	15Q & 106 x FOB Cities 2,4,22,41,43, 45,46,50,51.	2-10 Prox.	*Fgt allowed loobs, or ower to customers storthouse cities.
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11/50	1. LS2 & 10%		CL 24 LSQ & 10\$	*	*	A FOR Cities 1, u, 22 bl	• 192	DCQ LSQ A 104	2-10 Prox Net 30 Prox Except to	* 24 additional allowed on all cer- loads delivered Sast of the Bockes
11/54	>. 1.5 A 104		CI 24 LSQ & 104 Drn & 104 A	4	٧	1.50 & 10% CL 2% A FOR Cittee 1, u, 2° U1	• 600 1	ncq Lsq Alo€	Well Orier 24-1D 2-1D Prox Net 40 From Facent to	#2% nd ition I allowed on all cor- lords delivered Not of the Rockies
11/2n	1, 152 & 104		CI & 15Q & 10% DSD & 10% A	4	4	159 & 104 CL 74 - *O> C-t104 1,4,22 41 bs,1" bs,50,51	• 656 1	DCQ LS" & 16%	"atl Order 25-10 2-10 Prox "at 10 Proy Pacent 12	*7% odditional allowed on all cor- lords delivered East of the Rockies
11/25	. 152 \$ 104		152 & 104 BSD & 18% A	h	* fo.	ISQ & 104 CL 24 A FOB Cities 1,4,22,11, US,46,4 50,51 ISQ & 104 CL 24	2		Wall bres 24-10 2-10 pres Wet 40 bres	efficen shirmonte are in at ndard nackege of the inere.
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13/25	* * * * * * * * * * * * * * * * * * *	°c c				*4			2-1D RAE TO	egentles on shimments Fost of the Mississing only beyind \$1.75 cmt
n/17 n/17 n/17)		4.4.4.1.5.2.4.1.0.6.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1	A) PCS C1ty 422	A) • POB City 622 A)				2-10 orox 2-10 orox. 2-10 orox.	** ** ** ** ** ** ** ** ** ** ** ** **
										gog-timent.
∏ ≥	4 1 4 Lanes	152 & 104 059 & 106 A		159 & 104 A*	K	LSQ & 104, A	DCQ C11y #1	LSQ & los A'	2-10 Pres.	*Pgt, allosed to cust hers and store-
7 /11	***** . St & 108	12 15Q & 10f		LSQ & 10% A*	fa _e	ISQ & 10% A	DCQ City 41	LSQ & loc A'	P 10 PE'S.	Cities 1,41,50. ** **Pat. Illowed in standard nachage - hite-mont of 1/2 lbs - leg. than 1/1 lbs POB
11/24	1, 32,4 10' 4. LS4,6 106 Ampr8 Cltics 1,41 40 60	25. % 25. & 106 25. & 106 25. & 106 25. & 106 21. & 200 21. & 200		152 & 104 A*	D _V	15Q & 10% A	tog Gity Al	LSQ & 10% A *	9-10 Prox	(1then 1 13 .50.
43.7										
11/24 11/24	1, 5 LSQ & 106	CL - 4 L9. 4 104 53D 4 1 4 4 C.A nod DED-EYB Cleres 7 7 2 44 25 1 -6 49		15Q & 10% A? 25Q & 10% A? nleo Cittee 7.7 f.td	Do Do	70B Cities 1,5,6,7,23, 24,25,46 49,51,55,	TOQ FOR CITY 45	LSQ & 1D% A* Plac C1- LSQ & 1D% A* Plac C1- L100 7,24,25,41,51,55	2-10 Prox. 2-10 Prox	These than looks direct to declars F'B Cities 15.8,73.12,16,149,55. Agriles on strong to customers serious entires on the customers.
nc/11	, D 152 & 10f	71,6 in 10# 71 % in 10# 7-778 City e5		51 of 10% A' only "ity at	Leq & 10\$ 4' only 01ky 45.	TOR C111+* 1.5.7.23 PM, DCQ PCB C119 46 25.43, 6.09,51,65,66	1, ned PrB City &6	150 & 10% A' only City 45.	م حر 10 م	TOB Citter 1, F. h., 17, 16, 19, 55. *Fet. 'llower in a tend of mich.gr abin-min of 10 Marine at h. n. l. 10 F73
11/24	G T	. S. & 10% week		***					2-10 orns	"" " " " " " " " " " " " " " " " " " "



SETTINGE	TILL COR. 112 for otth Cities 1. 14 lb (A) 1. 2 lb (A) 1. 2 lb (A) 1. 2 lb (A) 1. 3 lb (A) 1. 4 lb (A) 1. 5 lb (A)	or mains of or for 1 (t), sectors 190kb. If the mains of fet or 11 kb en itself If the cities 1 kb en itself If expenditied oth conveiting we mainstructing committee. In equilitied of the conveiting committee or the conveiting committee or the conveiting committee or the conveiting committee or the conveiting committee committee.						lty, ion.						e than	\$ 6 S	o.b. Folia of	e charge,	corrytag				
TIME 11	2 - 10 Met 60	2 - 10 Net 50 2 - 10 Bet 60 2 - 10 Net 50		ort.		t of 1004 or over.	it of shipments or	onsideration of quali-	wed for extensions of	d Jobbers optional.			tios.	ond quantities. Less		ipment be pearers /	carrier's 10% service	and package quantity				
OT - SISTING INCOME.		11./2/n 9€ . 11.08 Ot. 27 9€		The key to the lists and evabols on the chart		tothe allowed on obtunen	Less than 1000 Y.O.B. point of milmonte or cities indicated by number.	10% Discount rllosed for consideration of quality, quentity, or in cost of selling or transportation.	Credit of \$4 nor call allowed for extensions of brices to certain customers classifications.	- Delivery by Wholesalars and Jobbers optional.	- F.O.ª. Destination.	for	- Discount on carloas onantities.	7.0.B. Destination in Carlond quantities. Less than Carlesd, 7.0.B. point of ubigment or Cities indicated	by numbers.	- 7.0.B. Cities. Direct a impent se Pearers 7.0.B. Foint or shitment or cities indice ed by numbers,	- Direct shitment to dealer carrier's 10% service charge	- Orders for less than stan and package quantity corrying 10% service charges.				
ह अवेद्यान गरम				The key to the Man	is as follows:	1		\$01 - 8 da^	C - Cr.	F Del	W - 7,0	• - And/or	cr - Dis	DCQ - 7.0		DSD - F.O	120 A 105 - Dir	LSQ & 10% - Ord				
8 S3K515 1 55		A Pilled 4/2/12	nbers The	mentloned	20	080	Anapolis	St Paul Bant Alton, Ill.	Ruston Tex.	Rausau Wis.	Winnempolis	Kansas City	Fraeport, [1].	Medison, Wis. Dellas, Tex.	1	San Francisco	Los Angeles	110	land	Framont, Cal.	Dekland, Cal.	Onklahoma, City
I THEN HE STOO	7 Filing 4/2/15	11/-/11 20 11/-/11 20 11/-/11 20 11/-/11 20 11/-/	Cities are mentioned on the chart by numbers	numbers corresponding to the cities so mentioned ere as follows:	WIDWEST 40-50	41. Chicego		μ2, St] μ?	43.	.44.	45.	94	7tl	, 64 199,	TEST	9,	51. Los	52. Soattle	53.	54. Press		17 0 .95
9 7 18150	738 C119 #8 A1 Filing =/2/34	Y'B GUY 48, A' FIB GUY 48, A' FIB GUY 48, A' FILE 4/(2 ¹), F'B GUY 48, A' F'B GUY 48, A' F'B GUY 48, A'	Cities are menti	numbers correspondence	EAST 1-10	l. Nee Tork		 Hoboken Atlenta 		6. Philadelphia			6	EAST CHATRAL 20-30			22 Cleveland	24. Membie. Jene				
DISTRIBUTCH 5				the Steme examined	art in numbra es		aty "Endio B"	11	lights & about	Mckel-Plated.												
7201-5 128 3 178823	FOB City *8 DSD & 10% * A:	7.9 CLV		legend:	are listed on the chart in numb-ru es	follows:	(1) Extra Bassy Daty	(2) Large Yone Cell	(3) We Ignition (4) 3 Cell search	90-60¢ sach Mckel-Plated.				A - clus sign,	• - (1)	(5)						
DESCRIPTION OF SERVICE 2	1, ord City +8	2, 705 City 42. 3,4238 City 46. 6,8879 City 48																				5) X 20
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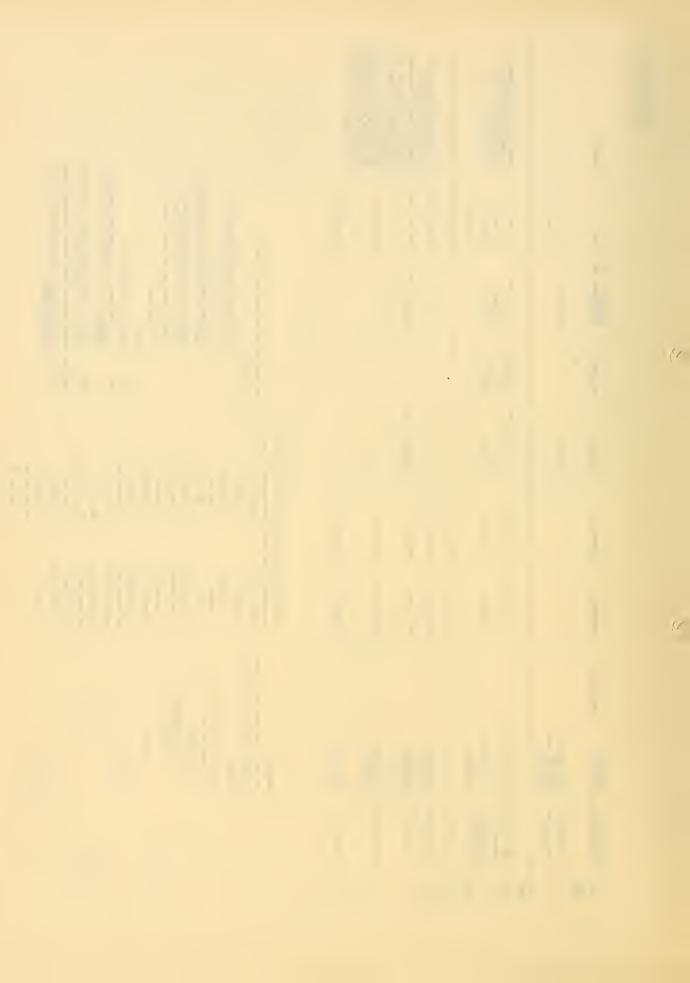
ड <u>का</u> र्यम्बस	Pilings so indic ted for item \$4 sthdrews \$/5/14.	"No service tharge for direct altramouter to Industrial or Conserment." ***********************************	"Fgt equalised with competing namifocturers footory cities. 'Store door delivery by additional per cose.	*7gt. allowed loths customers store- busines cities. **Dustants warmbouse cities. **To initial equipment and toy samufacturer of the courseling samufacturer factory cities. \$ Company warmbouse		of cutomes desire MM cutory price right reserved to desure estimated fig. fifterential composers destination from delivered price my comparation my cutomestice. The cutomestice my cutomestice my comparing miles arith compating mile.
TENS II	2 - 10 Prox. Het 30	2 - 10 Net 10 2 - 10 Net 10 2 - 10 Net 10 My represent 2-10 nrox, represent 2-10 nrox, 2-10 Net 10 My represent 2-10 nrox, ser- cent 10 Net 10 My represent 2-10 nrox, ser- cent 10 Net 10 My represent 2-10 nrox, ser-	2-10 brox. Net 10 2-10 prox. Net 10 2-10 orox. Net 30 2-10 prox, Net 30	2-10 brox. 2-10 prox. 2-10 prox. 2-10 prox.	2-10 prox, Bet 30 2-10 prox, Ret 30 2-10 prox, Ret 30	2-10 prox. #e4 30 2-10 prox. #e4 30 2-10 urox, #e4 30
bquipaent aanipaetyrees, 10		2 2 2	708 City 83 • 189 & 106 A	- 15Q & 10% A	A GHUG- 1,4,13,15, 4 GHUG- 1,4,13,15, A GHUG- 1,4,11,15, A GHUG- 1,4,13,15, 16,50,51,53 GL 25, A GHG- 1,4,13,15, 16,50,51,53 GL 25,	CC 25.1 C(110-0 1), b, 22, 11, 19, 16, 19, 15, 16, 19, 15, 16, 19, 15, 16, 17, 16, 17, 17, 17, 17, 17, 17, 17, 17, 17, 17
MAIL ORDER 9	1.5Q & 10% A City #9, 10 !	\$2 To bod \$2 To bod \$2 To bod	C.neall of filling 5/26/34 Cancelled 5/26/34	CL 24 - east of Sock- 18Q & 106 A stee only 7-CL lots CL 25 - east of Sock- 18Q & 105 A lot souly 7-CL lots only 7-CL 104 Only 7-CL lots CL 25 - east of Sock- 18Q & 105 A lot souly 7-CL lots only 7-CL lots las only 7-CL lots lag A 105 7, DED	म् वार्थ स	CC 24 A CONTROL 1.W. 22.W1,U5,U6,50.51° CC 24 A CONTROL 1.W. 22.W1,U5,U6,50.51° CC 24 A CONTROL 1.W. 22.W1,U5,U6,50.51°
FALL STORYS STORYS S	LSQ & 10% A City #9. 10 *	F PM CLUS 2.23 1,47,50,54 F PM CLUS 2.23 14 PM CLUS 2.21 14 PM CLUS 2.21 14 JM,50,54 17	Cancelled \$/26/34 Cancelled \$/26/34 FCB Cities 3.41, 19.50	7. FOR CITICA 1,4, 22,41,45,46,44,50,53 7. FOR CITICA 1,4, 22,41,45,46,44,50,53 77, FOR CITICA 1,4,50,54 77, FOR 1,4,22,45,46,44,59,54	A CITIE 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	CL 24 A CRISSO 31, W, 22, B1, US, 26, 26, 27, 28, 28, 28, 28, 28, 28, 28, 28, 28, 28
DIVETT AND PA	ે	LSQ & 106 T LSQ & 106 T LSQ & 106 T	LSQ & 105 CL 25 A-Chine 3-laj, 350 A-Chine 3-laj, 350 A-Chine 3-laj, 350 A-Chine 3-laj, 350 LSQ & 105 CL 25 LSQ & 105 CL 25 A-Chine 3-laj, 350 A-Chine 3-laj, 350 A-Chine 3-laj, 350 A-Chine 3-laj, 350 A-Chine 3-laj, 350	LSQ & 10% P LSQ & 10% P LSQ & 10% P LSQ & 10% P	A Cittee 1, 1, 11, 115, 116, 116, 116, 117, 117, 117, 117, 117	CL 24 1 (011se 1 1,4, 22,14,145,146,59,51s CL 24 4 (011se 1 1,4, 22,14,145,146,59,51s 22,14,145,146,59,51s
NDCS-RIAL 6		129 & 10% A 129 & 10% A 129 & 10% A 129 & 10% A	129 & 106 CL 26 A-Citter 1, 1, 1, 19, 19 A-Citter 1, 1, 1, 19, 19 A-Citter 1 ul. 49, 19 I.S. 4 106 CL 26 A-Citter 1 ul. 49, 59 A-Citter 1, 1, 19, 19	129 a 106 a° . 129 a 106 a° . 139 a 106 a° . 139 a 106 a° .	A Cities 1.1,11,15, 16,50,15,15; 16,50,57,57; A Cities 1.1,14,14,145, A Cities 1.1,14,145, M.50,51,55; GL 26, A Cities 1.2,14,145,	CD 26 4 COLIGO 1.14, CD 26 4 COLIGO 1.14, 22 12, 145, 145, 145, 155, 154, CD 26 4 OCCUPANT 1.14, 22 12, 145, 145, 145, 155, 154, CD 26 12, 145, 145, 145, 155, 155, 155, 155, 155
DISTRIBITORS 5			1.59 & 10.5 CL 25. A-Citter 3, in, iol. 70. E-Citter 3, in, iol. 70. E-Citter 3, in, iol. 70. A-Citter 3, in, iol. 70. 1.80 & 10.5 E-Citter 1, in, iol. 70. 1.80 & 10.5 E-Citter 1, in, iol. 70.	CL 2-6 129, & 104 DSD & 104 A and DSD CL 2-6 129, A and OSD SSD & 104 A and OSD SSD & 104 A and OSD CL 2-6 129, & 104 DSD & 104, Y. DSD	A CINION 13, 413, 45, 46, 50, 51, 57, 51, 41, 41, 45, 46, 51, 51, 51, 51, 51, 51, 51, 51, 51, 51	CL 25 A CINO 1. u, CL 25 A CINO 1. u, CL 25 A CINO 1. u, CL 25 A CINO 1. u, 22 A CINO 1. u, 22 A CINO 1. u,
JOEDER 3	tnal	A ved DSD = 150 A 106 DSD at 106 DSD at 106 CL 26 106 DSD at 106 CL 26 A and DSD at 106 CL 26 DSD PUB to bit 43,50				
DE-LER 1 DEPARTMENT STORES 2	. No filling since original LSQ A 10% A City	D LSQ & 105 **** A PYB CLIES 2.73, U.) D LSQ & 105 *** A 109 *** A	LEQ & 105 GL 26 2-Citter 3.14,19,50 LCG 26 CL 26 LCG	1.89, & 106 1.89, & 106 1.89, & 106	*** CINIO 1.41. 19. 16. 50. 57. 57. *** CINIO 1.41. 19. 16. 50. 57. 57. *** CINIO 1.41. ** CINIO 1.41. *** CINIO 1.41.	CC 78, DOQ A CSSSSSSSSSSSSSSSSSSSSSSSSSSSSSSSSSSS
<u>a</u>	1. 22. 3. 6/11 u.	6/1 1. 6/1 2. 6/1 3. 5/10 4.	5/26 2. 5/26 2. 5/26 3. 5/26 3.	5/28 1. 5/28 2. 5/25 3.	6/5 1. 6/5 2. 6/5 2. 6/5 3.	5/26 1, 5/26 2. 5/26 3, 5/26 3,



REWINES	*Customers' marebouse cities	To toy manufacturers FOB City ship for equalized with manufacturers	factory cillen.				"Fgt, allowed shimmeds 1001bs, or more to custimers storehouse cities	'Shioment of standard packages slightly lass than 1001bs FOB Ous- towers storehouse cities.				*No service charge for direct ship- ments to Industrie's or Coverment, '10ths. of agreed etadard sackage quantities To destitation "To presentations to Etyp 448 "To presentations to Etyp 448 "To amon't and with conventing means	fecturers factories 'Shirment of standard cackings slightly less than 1001bs FOB destination.	General - filing on Item 44 effective 3/22/34 nutbing later.	quantities allowed on standard tackinge quantities of the value of the contrast of the tentral of the tentrast of the tentrast of the tentrast of the tentral of	to customers' destination from delivered nrices.	This commony wakes a line of W br ads of finally the tells only questions to the classifications exceed dasher Publication on 2 bast brands 4 on other 2; A seet of the Wississolv-Fast of this line, fly thinks up to \$1.75 per cet.	'Filing 2/17/34 Distributors prices	may be extended to industrials and Gov't. ${\tt PI}(\log {\tt effective} $		In standard encloages of locabs.
TERMS 11	2-10 prox. Wet 30	2-10 prox.	2-10 prox				2-10 prog.	2-10 prom.	2-10 nrox,	2-10 prog.		2-10 oroz.	2-10 prox.	2-10 prox,	2-10 orox.			P-10 prox Net 10	2-10 nrox. Net 30 2-10 nrox. Fet 30	2-10 nrox.	2-10 вгоя.
EQUIPMENT.	A" LSQ & 10\$	A* 1.5Q & 10% *	A* 1.59 & 104				LSQ & 10% A-F'B C1- t1ee 2,0,22,61,63,45, 66,50,51	15q & 10% A-FOB C1- ties P, 0.22, bl, b3, b5, b6, 50, 51	15Q & 106. A-FOB C1- ties 2,4,22,41,43,45, 46,50,51			150 & 104 A ***	LSQ & 10% A 100	1.5Q & 10% A ***						LSQ & 104 A'	A. 15Q & 10C
MAIL ORDER 9	DCQ CL 246	A GL 24	FOB Factory			1	504-F18 614.9 472	TCQ-F3B C1ty 422	nco-For city 454			o, DCQ CL74	9, DCQ CL 246	92 m bai 0							
CHAIN STOPES . E.	POB 1,4,22,41,45,46, 50,51 and Chata ware-	house cities FOB 1,4,22,41,45,46, 50,51 and Chain ware-	house cities FOB 1,4,41,45,46,22, 50,51 and Chain ware- house cities			71 mil 1 mil	7.02 1,4,27,41,45,46, 40,51 and Chain were- house cities	FOB 1, h, 22, b1, k5, u6, 50, 51 and Chai. ware-house cities	FOB 1, b, 22, h1, b5, b6 50,51 and Chain ware- house cities	15Q & 104 FOB 1, h, 22, h1, h5, h6, F0, 51 and Chain warch use cities		FOB 1,4,22,43,45,48,46, DCQ 51 and Chalm warehouse cities	FOB 1,4,22,41,55,48,5	cities FOB 1, u, 22, ux, u5, ux, 50 rd	0 t10 m					A. 15Q & 10%	A LSQ & 10%
900Frankeyr 7	F 1.5Q & 10%	F LSQ & 10%	7 ISQ & 104			100 cm	10%, A-10% th- 7, told to 10% 2,4,20,41,43,-5,	51-F LSQ & 10%	1- F 1.5q & 10¢	h.		139 & 10% F	15Q & 10% F	LSQ & 10% W	9			-4	A '* FOR Gity 822	Bu	ja,
INDUSTRIAL 6	A* LSQ & 104	A* LSQ & 104	A* 1.5Q & 10%			A SOUTH OF	6,50,51	15Q & 104, A**-FOB C1-F ties 2,4,22,41,43,45, 46,50,51	LSQ & 10% A*-FYB C1- F LSQ & 10% tee 222,41, '3,45, 46,50,51	LSQ & 104		LSQ & 10% A'	15g & 10% A'	15Q & 10% A?	* * * * * * * * * * * * * * * * * * *			, V	A* FOB City 672	Die .	Smq.
DISTRIBUTORS 5															W.			708 Clty 422 A	FOB City 422 A FOB City 422 A		
WHOLESALER 3	A CL 2%, LSQ & 10% DSD & 10%	A CL 2% 15Q & 10% 05D & 10%	A CL 24 LSQ & 104 DSD & 104		lvery original.	or of ten a rod nen	& 10%, A or DSD-FOB Cities 2,4,22,1,43	C1 P4 LSQ & 104 DSD & 104 DSD C1tten 2.1,22, 1.43	CL 24 150 & 104 DSD & 106 DSD & 106 DSD & 106 A or DSD-F03 C1119 2 L,22 U1,43	u5,44-50 51 150 & 104 psp & 104 ? Dsp		Av DSD LSQ & low, DSD & low CL PK	% DSD . TS: 4 106	A 05D . 15Q & 104 CL 24	15Q & 104, DSD & 104 F		اوران 18 ما 18 ما			CI 4 159 & 106 *	CL 24 154 & 104 • 750 & 104 •
DEALER 1 DEPARTMENT STORES 2	1. ***A	2. *** A	¥		1.) 2.) - To filing on delivery 3.) or terms wince original, 4.)	,		e .	7. D LSQ & 104	t. 9		1. 0 SQ # 10%	2. D 15Q & 10%	7. D 15Q & 104	u. 15Q & 10≸		1. Poffiliar stace original 3. evcent see "Ranifical". 4.	1, AFOB City 422 A	2, MFCB City 422 A	1. ***D 1.5Q & 104	2. ***D 15Q & 10g
TIRM A12		5/20	5/28	গ্ৰ		Tig equ		61/5	61/5	6/2	ৱ	82/5	5/28	5/28	22/1	nt.	61/9	5/41	11/5	6/5	5/9



3307002		*Etandard package lote of 1001bs, in etandard probage quantities. *Fgt. equalises with competing point of ahlpment.	orgill equalities for allowed with first 1,6,750 on adjaments of lists than 1001be or DSD. Americal Compete on adjaments to industrial trees.	way to top makes, full till the significant and the significant and the conclusion of the significant and the significant significant and the significant sign	if otherwise 7gk will be equalized with critica 1.6.42(a), '90.								pay pay	jo su	ergo.	FF118			
TE SINE 33	2-10 prox. Wet 30	2-10 prox. 2-10 prox. 2-10 prox.	2-10 prox. Bet 30 2-10 prox. Het 30	2-10 vroz. Bet 30	2-10 prox. Wet 30	1.4	of 100¢ or ower, of ablement or	neideration of quality.	ed for extension of clarefications.	Jobbers optional.		100.	ed quentities. Less the imment of Cities indicates	t to Dealers F.O.B. Polit & by mambers.	errier's 10% service che	rd package qu'ulity cari			
MULTINETY 10	Laq & 105 A!	4° 1.80 & 106 FOR 61 & 40° 6 C.D. 26 A.O.D. 25	705 City 45, 4**,			The key to the lists and eymbols on the chart is as follows:	- Freight allowed on shinnent of 100% or over. Less than 100% P.O.S. point of shipment or cities indicated by number.	10% Discount allosed for consideration of quality, quantity, or in cost of selling or transportation.	Credit of \$4 per cell allowed for extension of prices to certain curtomers classifications.	- Dollvery by Wholesalers and Jobbers optional.	- F.O.B. Destination.	- D'scount on carload quantities.	P.O.B. Destination 1: Carload quantities. Less than Carload, P.O.B. point of shimment or Cities indicated by numbers.	F.B Cities. Direct ablument to Dealers F.O.B. Point of Shivment or cities indicated by manbers.	05D & 10% - Oirset milposent to dealer corrier's 10% service charge.	LSQ & 10% - Orders for less than standard package qu'ntity cerrying 10% service charges.			
MAIL ORDER 9	•	- Fo filings since of fig- inal last lion.				The key to the lists is an follower	4 - 74 - 14 - 14 - 14 - 14 - 14 - 14 - 1	8 - 10g	C - Cre	D - Del	- F.O.B.	B	pcq - 7.0 car	DSD - PUB	080 & 104 - Dir	1.5Q & 10% - Ord			
CHAIR STORES 8	A 1.5Q & 10\$	4	Sureresded by filling of 5/26/14			ore as follows:	Indianapolta	St. Paul East Alton, Ill.	Bouston, Tex.	e i loca	city	Freeport, 111.	Dallee Wie.	San Francisco	y-les	•	Portland Fremont Cal.	Oakland, Cal.	Ouklichome. City
COTTEMNETE	h	r, 146 & 106 r, r, r	POB C1ty 48 A**	FOB Dity 46, A**	POB 5117 46. A.	Gities are mentioned on the chart by manders. The numbers corresponding to the cities so mentioned are as followed EAST 110 1. New York: 1. New York:			hy Bousto		. 46.	, tr	, t ₀		51. los Angeles		53. Portland 54. Fremnt		
INDUSTRIAL 6	h.	AC CL 24 18Q & 106 F' LEQ & 106 A CL 24 A LSQ & 106 F' LSQ & 106 F6	708 City 48 A**	POB City #8, A.	POS C1147 48. A'	Cities are mention corresponding to t gAST 1 - 10	2. Jaraey City	b. Atlanta	5. Merara Fella 6. Philadelphia	7. Jacksonville		10. Clinton Mass.	EAST CENTRAL 20-30		23. Pittaburgh		25, Detroit		
PISTRIBUTOR 5						the liens samined	्ष १३० मा स्थापित व्या	1	ec ignition 3 Cell searchlights & ebout 50-50s each Nickel Blates										
PROLESALEB 3	CL 24 LSQ & 105% 05D & 105 A LSQ & 105 A-F0B 1,41,49,50	a cl 25 189 a 106 a cl 25 a 159 a 105 cl 26	708 C117 46 A** PSD & 104 * TOB C117 46 A** TOB C117 46 A**	FOR CLLY FE. A"" DSD & 105 "	708 City 46, A. 850 a.	Laxed.) The orice filtings on the 110ms excitned are listed on the civit in numbers as	follower (1) Extra Henry Duty "Radio B"	(2) Large wone Cell	(b) 3 Cell search)		4 - nlue sign	(1)					Son		
DEALED 1 FROLESALED DEPARTMENT STORES 2 JOHNSON	*** 134 & 104 L34 & 104 L34 & 104 A-FOB	Fig. 0117 #5 Laq 4 106 0117 #5 709 0117 #5 709 0117 #5 1159 4 106	FUB CLLy 45*** A.	3. FOB CLUY #8,***A.	709 City #5														
ZIRU	(Con't) 6/5 3. 4/2 4.	#17 6/21 1. 8/21 2. 1/3 3. 11/24 4.	419 b/1 1. b/1 2.	1/4															



Appendix B Part 7 Dry Batteriee and Flashiighte Section C Page 1

♦€ DHT CELL

COMPANIES 2-13

COMPANIES 15 - 19

COMPANY		LIST	RETAIL DEALER	DEPT	WHOLE- SALER & JOBBER	INDST- RIAL USERS		MAIL I ORDER ROUSES	8		COMPANT	NT DATE	LIST	RETAIL	DEP'T	WHOLE- SALER & JOBBER	INDUST- CHAIR RIAL STOR OSERS	Si	S	INITIAL EQUIP. OSERS	GOW'T.	TERMS	REMARES
6				\$.22	.20 .20 .195	ដូ		P.L16		1 2% 1 10 Prox.	15	15 • 11-17-33	9. 9. 5. 5.	,25 45.	DI	.20 Jdb.21 Dietr.19							Distr. Price to Ind.
	2-2-4 4-9-4 4-6-4-4-4-4-4-4-4-4-4-4-4-4-4-4-4-4-4	zzz Esek	ย่ง	.17	.145 .15	.165 .165 .165	291. 201. 21. 21. 21.	P.L12 .135 .135 .135	5 5 5 5 5 55 5 525			2-13-34 4-19-34 5-31-34	ος. 	.20		.15					75	25 10 Prox.	
m	11-23-33		.265	. 22	S			. 20				8-18-34 9-8-34		Withdra	Withdrew Prices Reinstated Prices								
•	12-28-	33 .27	61.		.15		• 10																Co. 3 * Reserve Right to Allow 10% Discount
er er	11-28-33 2- 8-34 4- 2-34 5-15-34	E444	i	. 22 . 165 . 22	5. 2. 2. 5. 5. 5. 5. 5. 5. 5. 5. 5. 5. 5. 5. 5.		1.15 441. 6	81. 441. 71. 71.	ช. ช.ช. ช.ช.	1 2% 1 10 Prox. 5 2% Extra 1 1 on Carlond 10te	r. rs 16	11-24-33	_		P.L. 176 198	7.7 1.0 1.0	7.1. .17)	P.L. .15)	P.E.	.152 .144.	7. L. 17) 24	2% 10 Prox.	
-	2-16-34 2-30-34 4-10-34	######################################	11 that	- Lice	Tithares Frices on 7-10-34		THE PARTY OF THE P					12-12-33	100		P.L.	P. L.		P.L.		P.L.			
90	11-24-33	75. 55	.23	.18	Sent-Job	81. d	.15	31. 81.	2 .18	8 2/E.O.H.					371.	441.		1. A.		± 5	16s		Co. 6º Bessrye right to
	12-28-	£.4.7 ₹.	.18		1565		,1 ⁴⁴ L.	•	4			12-26-33			.165	.165	. 365.	.165		.165			great add los cand allow , 40%
		12 7 7		15	.165 .15	5. 21.	.1₩.	#!: ?[!. ?!	35 .15	N. H	17	11-24-33	Į.	ή2°	361.	.18	.21	.20	P. L. .1₩	.162	.2.	25 10 Frox.	
	8-15-7 8-15-7 15-72-72-72-72-72-72-72-72-72-72-72-72-72-			.165	orto 10			?		. 49		7-3-34	Š.	82.	.165	. 51.	.16 P.	7.7. .144. 7.5.					
n	11-17-1	E 2 2		265 .22 .265 .165 .20 .165	.20	.21 .165	1 1	16 18 135 141.	55 .15 15 .15	1 26 5 10 Proz.								<u> </u>		.135	.16		
2	11-24-33			P.L. .1 6)	Α.	61.	7.1. 1.081.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.	391. Mt.	62 .19	9 2% 10 Prof.	19	15-11 15-9-7	585	. 265 . 265 . 265		20.15	.21				% ?!:	24 10 Prox.	Company 12 " Wholesaler & Job. Discinot to exceed 10%
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13 •	11-24-33	25 . 25 05 . 25	. 265	z; z;		ឌ.ឌ.	रांचुं	31. Mt	12: 14	1 2% 1 10 Prox.													Company 13 * Extra 56 to Atlas Supp Co. & Draggist Supply Co.
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	7 7	R.		.165	P.L.135		<u></u>	i ii	91.														
	125	13.53	FILDE	Fithdrey Prices Prices Scianister	100			1 2											-				



PLASHLIOPT CELL

CHRONOLOGICAL CHART OF QUOTED HET PRICES

					THE PARTY	VARIABLE TICEDO		CHATE	STORES					TOT IN	ANUFACTORRS							
					TEORET 1				-					250,000	250,000		500,000	2.8	+			
	!	HETAII	L DEP 1.	SALER	ANT	1.5400	5400¢	STANDARD	BROKES	MAIL ORDER B	BATT. COMS.	OUANTITY ANNUALLY		500,000 ANNUALLY	500,000	L 500,000	1,000,000	3,000,000	3,000,000 ANNUALLY	GOV'T.	TERMS	REMARKS
CONTRACT	11-29-33	33 . 10 . 065 -23		.05	ço:	\$.055	છ.	1	+		.045			.0275			.03	.0275	.025	• 05	25 10 Prox. 25 10	
																					Prox. 30 Day	
	2-16-2- 2-16-2-		.0522 P.L.0291	7 P.L. 027	કું ફુંકું દુર્જુ			.0475 P.L.	2260		P.I.											
	6- T-3#,	P.L.	P.L0375 P.L.03025	P.L.03025 0275	.055			520.		. 025 P. L. . 0275	.04275				P.L.0275	P.L.03	P.L .0275	P.L .025	P.L .0225	40.		
ж	m	.10 .065	.05525	₹.046.	.05			P.L. .0275 .05525		P.L.	.025		.0275	.025	.0225	?				507	2 2	
	1-26-34	S.1. S.1. .06 .04	S.L.	S.L.) P.L.)				5.1.° .0275		P. L.			P.L.) S.L.)	P.L.) S.L.)			P.L.) S.L.)	P.L. S.L. .025 .025	7.1.8 7.1.8		30 days	
	3- 6-34									-			?			?	3				2% 10 da. 2% 20 daye:	to Allow Di of 20% (Gov
	4-2-34 5-15-34	S.L. S.L.	.055 S.L.	.055 P.L.025 S.L. S.L.03 .033 P.L.03	.055			S.L. .025 S.L.		P.L.	ρ, υ	P.L.).03								₹.	2% 10 Prox.	
	5-16-34	Withdr	" wal of 5,	Withdrawal of 5/15/34 Prices - Reverting to Previously Effective Prices	s - Revert	ing to Prev	riously Eff	ective Pri		÷	ń	(0.(
	4-1-1	s. r. .035 /06	1	S.L. .0275 P.L.				S. L.		P. L.					P.L. .0375 S.L.	8.1) 3.1) .03				.055		
	8-17-34	Withd	tating Pr	Withdrewal of All Filed Prices Reinstating Prices in Effect Prior to 8/17/39	des set Prior t	0 8/17/34														:		
60/	11-21-33	.10 S.L. .0375 .065		S.L.03				.0275		.05	• 045		.03	.0275	.025					.05	24 10 Prov	
	12-26-33 3-12-34			P.L.				.03													30 Days	
	₹ - 2-1			P.L. S.L.	45.						P.L.) S.L.)									₹0.		



PLASHLION CELL

Parallient Chief

CHRONOLOGICAL CHART OF QUOTED BET PRICES

REMARKS						
TERMS	•			2% 10 Prox. 2% 10 Prox. 30 Da.		
T. A00	20.			.035 .035 .055		
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E. 120						
8.						
				.0275		
ANTOALLY				.03		
500,000+ FEUATALY				.03		
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				50:	000,000	
-				.03	S.L. S.L. 025	
64	ł			.035		
STANDARD	8.L. .0275 .0475		·0475	200.		
54004 AVMTATTT						3
L. 5400		5/3#	to 8/8/34			to 8/10/3
ABT	. 05	ffect 5/1	.055 rices ect Prior	.05 .035 .055		Withdrawal of All Filed Prices Relociating Prices in Effect Prior to 8/10/34
NHOLE- SALER	8.1.) 5.1.) 027 0475	P.L.) S.L.)	.0475 .0475 I Filed P	4.694		Withdrawal of All Filed Prices Reinetating Prices in Effect Fr
T- TI		ng Price	ral of Al	.045 .035		ral of Al
RETAIL		Cancelli	fithdrev	.065		Withdra.
			a	***		22
	5-15-34	5-15-3 ¹ 6-1-3 ⁴	8-22-34	2-16-3 4-10-3 6- 5-3	7-5-7	8-10-34
	2 2	٠.				
	THOLE ANT L. SHOO SHOOF STANDAM BEATER DATE ONES ANT 1.250,000 500,000 500,000 1.000,000 \$,000,000 3,000,000 3,000,000 3,000,000 3,000,000	## ## ## ## ## ## ## ## ## ## ## ## ##	##0124- ##11 MTG. ##12 MTG. ##13 MTG. ##13 MTG. ##13 MTG. ##1 1.250,000 500,000 1.000,000 \$,000,000 3,000,000 3,000,000 3,000,000 3,000,000	##0128 ANT 11.5400 5400¢ STATE BECKE PACKAGE P	THOLE	######################################



SINGLE UNIT

CHRONOLOGICAL CHART OF QUOTED NET PRICES

12-77-7-10 21.00							INDUSTRIAL USERS	LUSERS	CHAIN STORES					TOT MA	TOT MANUFACTURERS	82					
1-25-34 1.0 2.0 1.0	2.0	t the second	RET.	AIL DES		1	ANY L	SHOO 54004							L. 500,000 ANNUALLY	500,000 to to ANNUALLY	1,000,000 3,000,000 AMNUALLI	3,000,000 ANNUALLY	T. AOD	TERMS	REMARKS
## 1.045 (0.95) ## 1.045 (0.95) ## 1.027 (0.02) ## 2.1.1 ## 2.1 ## 2.1.1 ## 2.1.1 ## 2.1.1 ## 2.1.1 ## 2.1.1 ## 2.1.1 ## 2.1.1 ## 2.1.1 ## 2.1.1 ## 2.1.1 ## 2.1.1 ## 2.1.1 ## 2.1		11-23-33	.00.00	375 .0			•05			1										30 Days Net Cash Disc. Not to Exceed 2% E.O.M.	
## P.L.) S.L. S.L.) S.L.		12-20-33	3	£	o.	35			.0275						.03	.0275	.025	.0225			
# P.L.) S.L.) S.L.		2-8-34			e, v, o	_	.r. .d.: .o27				P.L.) S.L.)									2% 10 Prox.	
### P.L.) 9.L.) 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1		11-28-1	0.	72.) 35	r v S		P.L.) S.L.) .025				F.L) S.L.) .025								P.L.) S.L.) .025		
#!thdrawal of 5/15 Effective Filing Mich Relastates Prior Prices .05		5-15-3h			ရှိ တိ ု	11.) 275		P.L.) P.L.) S.L.) S.L.) .0725 .0275			F.L.) S.L.)								P.L) S.L.)		
## condition 1.04 1.055 1.025		5-15-34 5-31-34	W thd	rawal of	5/15 EEC	ective P	Allne Mite	ch Reinstates Pr		જ										200	
#!thdrawmi of 111 Filed Prices Reinsteing Frices to MF6ct Prior to 8/9/34 10 .0475 .0425 .0425 .0425 .0425 .0375 .03 .0275 .025 P.L.) S.L.) S.L.		6 -1-34	ō.				.055			ま	.036			5120.	.03				.055	rror.	
##thdram1 of All Filed Prices Reinstating Prices to \$8/9/34 .10 .0475 .0425 .0425 .0425 .0425 .0425 .0375 .03 .0275 .025 P.L.		7-10-34									P.L.) S.L.)										
Reinsting Prices to Effect Prior to 8/9/34 10 .0475 .0425 .0425 .0425 .0425 .0375 .03 .0275 .025 10 .0475 .0425 .0425 .0425 .0425 .0275		₹-6-8	W th	rawal of	יוו ווו	od Prices					Ş										
9.1.) 9.1.)		₹-9-6	Reine	tating P.	rices to	Mfect P	rior to 8/	19/34													
8.L.) 8.L.) 8.L.) 9.L. 9.S.L.) 9.L. 9.L. 9.L. 9.L. 9.L. 9.L. 9.L.			.10	0.		1425		.0475 .0425	.0425		.0375	.03	.0275	.025				:	į	2% 10 Prox.	
9.1., 9.27 9.1., 9.27 9.1., P.1., P.1., P.1., P.1., P.1., P.1., P.1., P.1., P.2., 9.25 9.37 9.375		12-29-33			ρ, 67					.r.) 225		.03 .03 .033			7.L. .03	P.L. .0275	P.L. .025 .0275				
.0525 P.L. P.L. P.L03 .0275		3-10-24			1.8	3.50			.0275												
		5-15-34	ş.	£	H.	.15						7.1. .0275 .03	P.L. .025 .0275	F.L. .0225 .025						2% 10 Prox. 30 Days Net	



PLASHLIGHT CELL

CHRONOLOGICAL CHART OF QUOTED MET PRICES

		REMARKS						Credit allow-	ent to Hala- cent to Hala- ealers & job- bers on evidence of Extension of	special prines				Distributors Rebate on Ind. Business from	Dist. Ret Prices (\$.005)				
		TERMS	e c		2\$ 10 Prox.		2% 10 Proz.							2% 10 Prox. 30 days net		2% 10 Prox.			
		OOV'T.			.055		.05				50.	₹.		ę.	₹.	• 05	.055		
	3,000,000	ANDALLY GOV'T.					P. L.	285								.0225			
I	1,000,000 to 3,000,000	AUNTALLY					1.0	.0275								.025			
Н																. 0275			
	000,00	ANNUALLY ABSUALLY		F.L.)	100		P.I.					F.L.)	.0325			.03	.03		
TOT MANDAGEMENT	\$00°,000	AUROALLY		F.1.) S.1.)		P. L.						~~~					.0275		
TOT	250,000 to 500,000	ATMINATELY				P.L.]													
	L 250,000	ARRUATET	P.L. .0275	,		P. L.	ું છું												
	MOTO.	DEVICES OU		.036		S40.		50.		S.I.) P.I.)	8.L) 5.L)	÷6+0	See BV	See b	See <u>S</u> /	.03			
	MAIL	HOU SES	P. L.	!	P.L.) S.L.)	1.15					P.L.) S.L.)	P.L.) S.L.)	.027		.02 ^μ	.027	.0275	.021	
RES	BROKEN	PACKAGE				3.1. .0275													
INDUSTRIAL USERS CHAIN STORES	STANDARD	ATTRUALLY PACKAGE PACKAGE		, T.	s.r.)	8.					P.L.) S.L.)		.0275		.02\$.0275	.025		
I	5400	ANDARTA				.05												_	
IAL USERS	L. 5400	ARRIVALLY				.055												to 8/16/4	
INDUSTR	THEFT	UANTITE	enter Smi								10°	.055		•05	₽.	.05	.055	lces	
	WHOLE- SALER	JOHNBER O	Talenton .	F.L.) S.L.) .0275		7.1. .03	2						.P.L.					.uc/5 Withdrawal of all Filed Prices Reinstathar Prices in Effect Prior to 8/16/74	
	DEP 'T.	STORES	•	1110.		.055							.055 .P.L.			F.L03	.05225	al of All	Dome of
	RETAIL	LIST DEALER STORES JORBER QUARTITY ANNUALLY	Cancelling.	ę.		.03 .05							.10 .065			Cencelli		Withdraw	P
		II DATE LI	'd) 7-15-34 5-31-34	6 -1-34		11-23-33 .10	12 7 -33	12-13-33		1-15-34	3 -5/34 4 -2-34	6 -1-34	11-23-33	12-26-33	\$ 10 h	7.17.7 5-15-4	4-1- 6-1-4-1- 6-1-4-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	6-14-34 8-16-34 8-21-34	

2/ Over 3000 M - .0225

b/ Lose 500 M .03 500 M to .0275 1000 M to .025 3000 M to .025

250 M - 500 M - .025 Over 500 M - .025



SINCIE UNIT

FLASHLICHT CELL

CHRONOLOGICAL CHART OF QUOTED MET PRICES

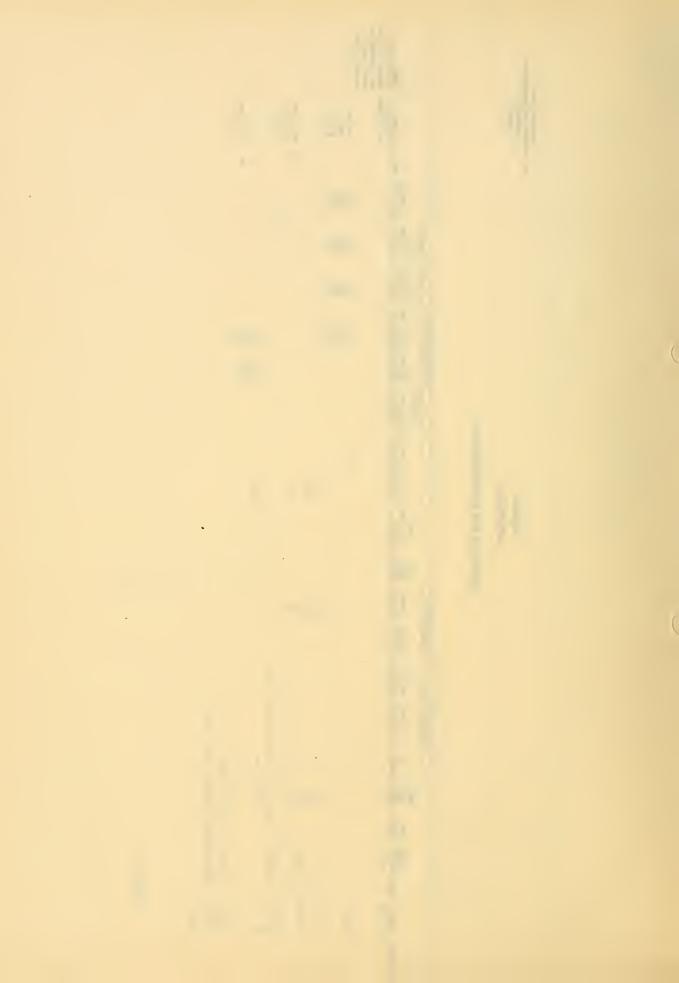
	,	- LANS		Beserve Elght to Allow 10%	Unec. Iron Quoted Prices													
	a Market	26 10 Prox		2% 10 Prox. B			2% 10 Prox.			24 10 Prox.	Het 30 Days	2% 10 Prox.	2% 10 Proz.					
	# T# O	.T.		₹0.	.055		. O.33			.035		.055	•05		.05			32
	3,000,000	ANBUALLI						3.L. .0225	.0% (%)									•
	1,000,000	Annowani						3.L.	.0275			1,000M/ S.L.) P.L.)	. 0225					
	500,000	ANNOAML						s.L.	÷0.			/1000 M S.L.) P.L.)	.025					
WYDEDG	L 500,000	T WINDWINE						S.L. .03	c60·		.S.L.	.03			.0325			
SUMPLE ANTIDED	500,000	THOUSE					S. L. .0225 .025				s. L.	.0275	S.L.) P.L.) .025 .025		.03			
CE	250,000	Annohma					S.L. .025 .0275						S.L.) P.L.) .0275 .0275					
	L. 250,000	ACHO PEREZ					s.r. .0275 .03						.03					
	THA	Contract								S.L. .0225 .025								
	MAIL MFG. ORDER BATT. CONS. BOXESTS DETITIES												\$.1) P.L.) .0225 .045					
	MAIL ORDER B.	e cacony					S.L. .027 .036			S.L.			S.L.) P.L.)					
Dre	200	a de la composition della comp											s.L.) P.L.)	ŧ.	.S.I.)	P.L.)	S.L.) P.L.	s.L.) P.L.) .025
CUATE CINDER	54004 STANDARD	4000					5. I. .0275			S.L. .025 .035	.025		₹0°					
	5400¢	TO TO THE PARTY OF											-05					
TAMISON IN TREEDS	ANT L. 5400	A CONTRACTOR OF THE PARTY OF TH				48/18/34	L. 5400 Annually						. 055					
TATTIER	ANT	2000		₹.	.055	t Prior to	s. L.			.035	.055				.05		.055	
	THOLE- SALER TORRER	.0375	S. I.		S.L.	Filed Fri	3.50	S.L.	30.	.025	.0275		P.L.)	S.I.) P.L.)	. obe5	ni e	.0275	
	DEPT					of All	S. L.	.S.L.					₩0.		S.I.,) P.I.,	.05		
	RETAIL TO THE STAIL		.0375 .0375	3	in the second	.035 Rithdrawal of All Filed Prices Retostating Prices to Mfect Prior to 8/18/34							%0.		s. L.) P. L.)	90.		
	ž.	11-17-33 .10	11-23-33 S.L.	2-19-34	5-26-34 6-1-34	8-18-34	11-23-33	1214-33	i	4- 2-34	6-5-34	7-10-34	11-23-33 .10	12-16-33	7-13-34	杰 -		武
			11-2	2-1	5-5	8-1 9/8		12	2	₹	9	7-1		12-1	7-1	₹ -1- 6		10-1-34
	888	15					16						17					



SINOLE UNIT

CHRONOLOGICAL CRAPE OF QUOYED NET PRICES

		BARKS	Jobber Allowed a rebate of \$4 per cell provided he sends copy of invoice to us.							
		TERMS	25 10 days	Prices Met, No Trade Disc.		2% 10 Daye Prox. 30 Daye Net	2% 10 Prox. 30 Days Net			
		007 °T.			₹O.	.055	.055			
		3,000,000 3,000,000 . ANNIALLY ANNIALLY . GOV*T.		8.L. .0225 .0 ² 5						
	1,000,000	3,000,000		8.L. .025 .0275						
	500,000	1,000,000		8.1. .0275 .03						
TOT MANUFACTURERS		500,000 1 500,000 1,000,000 3		s.r. .03 .0325			s.t. .03 .0325			
TOT MAN	-	500,000					S.L. .0275 .03			
	250,000									
		1.250,000								
		TRY			S.L.	.03	. 0 45			
		OMS.	2000							
		NA TL ORDER	E S S S S S S S S S S S S S S S S S S S							
STORES		BROKEN	A COLOR		S.L. 0275	S.L.				
CHAIN ST		STANDARD								
		f 001	NOTE OF THE PERSON OF THE PERS				1000			
INDUSTRIAL USERS		2400 51	7777				Withdrawel of Above Prices Relentating Prior Prices S.L0275 .055		本/本	
INDUSTR		ņ	TI YANG				Dateting		r to 8/1	
		THE	O D D D D D D D D D D D D D D D D D D D		10°	.055	. 055	1 000 L	ect Prio	
		SALER	.05		S.L.	S.L.	S.I.	Filed P	s to Eff	
		DEPT	STORES				1 of Abo	1 of all	ng Price	
		RETAIL	.065			8.L. 8.L. .075 .045	1 thdraws	Withdrawal of all Filed Prices	Reloatating Prices to Effect Prior to 8/14/34	
			34 .10	私		3.8 4.5 .07				34
			11-23-	1-18-34	4 -2-34	5-15-34	5-15-34 6- 1-34	8-14-34	8-21-34	8-21-34
			ONE SY TARGET TISS DEALER STORES CONFILIT ANNUALLY FALLACE 19 11-23-34 .10 .065 .05							

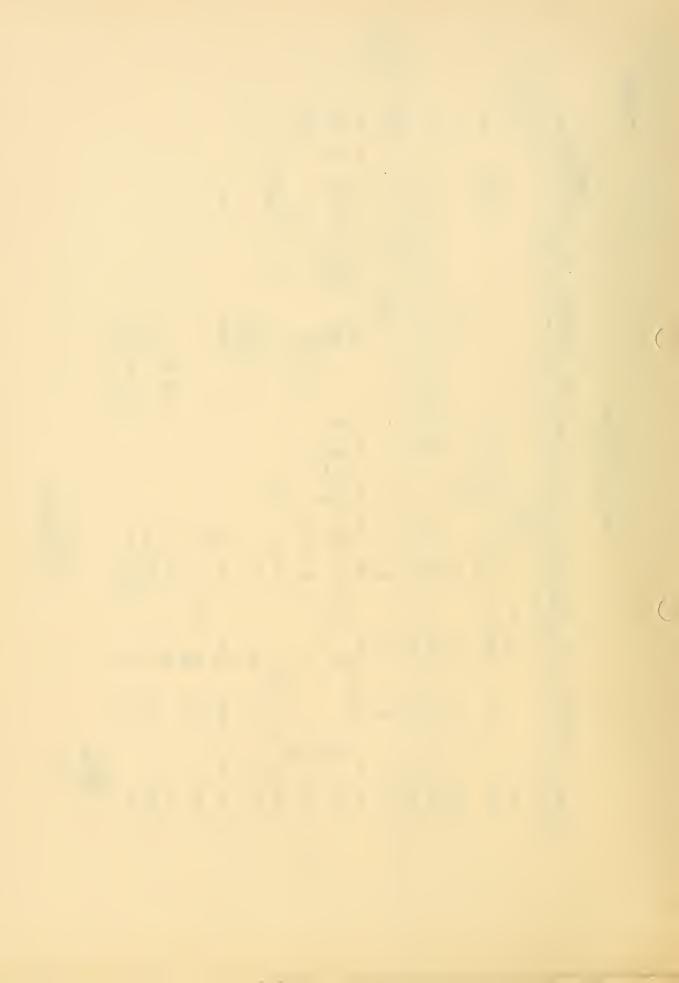


RADIO RECEIVINO PUBES ORIGINAL AND FINAL FILINGS

LACE-	AUCE PREIGHT	F1 72		ជ	9 8: 12:	Z.	F1, F6	1		_	32 M	78,75	ber m							
ALLOWANCES 1. ADV'ING REPLACE 2. SALES WHEN AL-	PARMITING LC #				(1) 106, (2) 56 (3) 56						(1)5 Su 0)5		(1)10T.(2)5T D2 (3)5T L		35(1)					
CALIF.	405107				55				2+		22 E	0000	~~							
DEALER-	JOBBYR	DZ D7 50	250						*# *8+25+ 5+5		823 50-10 10-10 826									
PRIVATE	S BRANDS	4 10 80	610		91 63	574 20%			231 Ft 77 Ft 811 910					e u	M				E2	
LAROE RE-	T'L CHAIKS	1 0.A.: Wh				BB D13				45¢ Net	50-10 -10-5 813 835	2 210 Kill 212 213		527 None Net 50-10 5-5	40-25 A-3		4	185 5 12 1-1 1-1	10-78	
-WI EB-	JORDER PRICE, T'L CHAINS BRANDS	10-24 10-25										40-10 H0-13		40~5	A-2		50-25- 50-25- 10 10		10-73 Rone 5 B5	
		in	DI IG		Mone		38-7}- 5 D21			-11-0°	325 38 327	3		J						
ORIGINAL AND FINAL FILINGS	LARGE DEALER REGITLAR DEALER	14 : 0.A. 140-25-10	22	40-2	£4 13 50-10-5	£ ≯₹9	40-7½-		رگ ا	50-10-	825 40-5 821 817 None Bls	38-25 -10	90							
HOLINAL AND	LARGE DEAL	12 Q.A. 2 50	510		F5 DU R F4 50-10- Sons	50-10- 10119t B		110-5	40-5 38-5	50-10- 0	50-10- 8 5 815 N	10 P	50-10 None							
.	SBER	10-25-5 D6	#40-25-10 40-25-5-2 1	40-c2-10	None		33-25-75 5		55~25-5	40-25-73 -5	B25 F B24 B26 36-25	830 828 40-25-10	None		L 4-14 A-14	50-25-10		4-5	None	
	7.	tOpen Acct.	#40-25-10		Fu Du 013 014 R 50-10-10	25% from 1.05	40-25-7i		50-10-5 50-10-5	50-10-5	01-61-05 20-10-10	529 40-25-10	50-10-10	h0-25-5	lio-25	50-25-10	50-13-10	W-25-5	50-10- 10-73 85	
	DISTRIBUTOR JCBBER LARGE DEALER REGITAR DEALER 103.Act; Constgn: :	neptiese notel		1 40-25-5	2/10,3/.0 D11 40-25- D2 D5 T5			0			140-25-5 <u>3</u> /	/3				WO¢ Net				
in the second	3 (0	court : Acet.		2/10 N/30 40-25-5	2/10,3/ ·0 D2 D5	212 22 219	D21 D22 D23	2/10.11/30	DZ D30 DZ9 D32 B13	2/10,430	n36 n29	D2	DŞ	2/10- 8,30	2/10-25 M/30	2/10 Prox N/60	2/10 Prox	2% CARD	2/10 N/30	
4		e i court			r5	s				10%(s)	14		50-10- 10-10		-25			in sh	8 % B	
CL BUTTO	1,C.O,O'O P-E YEAR	Additional Loss : Remei.			54 -52 D2 D5	52 55.	.50 2/10	. In 2/10 N/30	.37 2/10 R/30 D31	. 45 2/10 N/30	19 09°	R	2.00 039	.52 2/10 14/30	.53 2/10-25 R/30	.90 2/10 Prox N/60		15 St. Carb	. 52 2/10 8/30	ĩ
	1,00	CARCOCKET:		3.30	<i>(</i> A)		2.00	2.00	1.60 812	1.60	1.60 B20 B19 D2 B21 L44	1.70 038 I	1,60	2.00	2,00 534	2.00	2.00	2.00		10-25-5 138-25
	DATE		CC IC1 /11	11/15/33 2.00	11/15/33	11/15/33	11/15/44 2.00	11/15/33 2.00	11/15/33 1.60	11/15/33 1.60	11/15/33 1.60	11/15/33 1.70 038 D3R LO E14 E14	11/15/33 1.60	11/15/33	11/15/33 2.00	12/20/33	11/15/33 2.00	11/15/33 2.00	11/15/33	EOFE: W
		ny lie, 179	-	~	٣	а	9	4	10	σ	11	12	13	4	15	16	11	18	19	

Sao latter part of Arjendix A, Fart 9 for lagard of symbols used on this chart.

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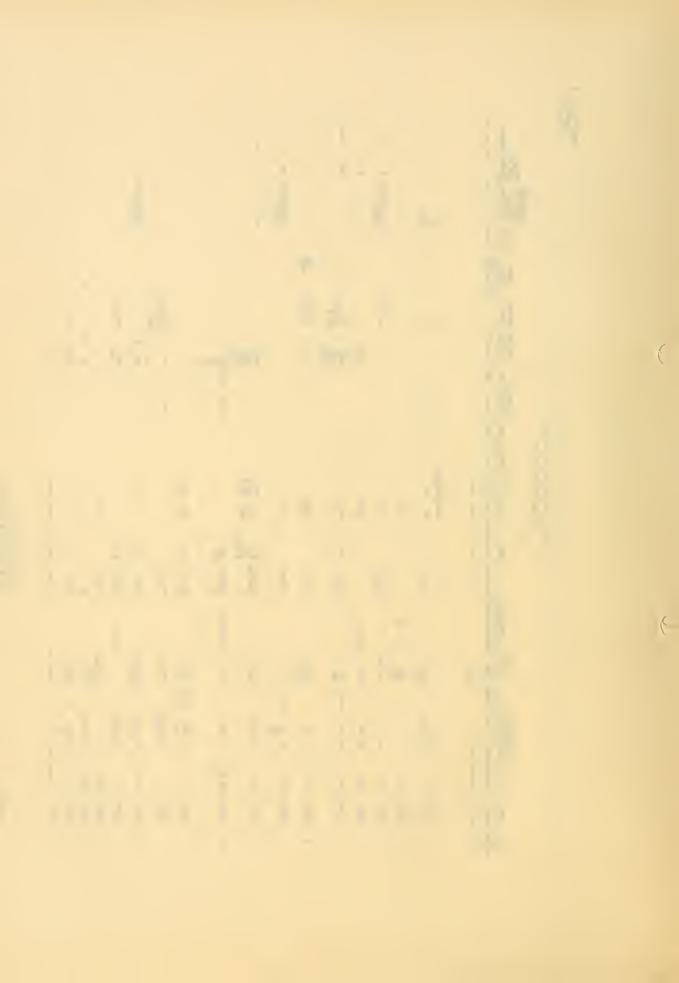
RADIC RECEIVING TUBES

OBIGINAL AND FINAL FILINGS

PREIGHT						£		74, 76			ž	r.	٤								
ENT AL-						*	*	7527	150	3% 3%	*			*				×			
CALIF, 2.SALES MENTAL- AGGNET 3.PREMIUNS LOSANCE FREIGHE				-		(1)10%, (2)5% 3% (3)5%				(1)106, (2)56 358 (3)56					(1)10T. (2)5T (3)5T			,,			
LIT. 2.				₩ 11-1		33				25	*				33						
									\$ £												
DEALFR- JOSBER	: 8.T. Area								₹%									2			
DEALES- LARGS PE- PRIVATE JORDER PRICE T'L CHAINS RHANDS				916		D12 03		025 50-10-10 10-7½	bog Met chains					None Large Be- tail 52¢ Net		48¢ Ket		E			
AROS RE-	0.4.:00						50-15 10-10	D-24 D-25 D-25 60-7½			818 D352 50-10 10-13	1 0 0 = 0.			14	. 16		91 91 50-10			
RICE							89	YYYS			1629	10-10 213 36 213 811 811		E	20%	60y Net31		z &	ន្ទ		
CALES-	: 0.4. : 00N : 9.4.1CON :			25					14			40-10 h		10 - 5							
				20								3		OFF.				B5			
LARGE DEALER REGULAR DEALER																					
R REGU	1 0.A		NOS								18.0										
B DEALE		Youe	FINAL FILINGS	M e e	6	ç	A	. 0	# @	Ą	325 327 6 0 50-10		50-10 Jone -5		A-1		Y			otion	
LAR	ent: 0.	None	ii.	910	40-13	5	50-10 10	50-10 10	hoffict as Job	50-10-	315 3162 50-10		ኒ ፈ				50-10-			ttpg	
B SCR	: Op. Act; Consign -: : Doen Acct; Consignment: 0.A. : CON : 0.A. : CON	None						60-73			325 v 326 p 50-10-10	B28 B30	None		X A-5	D-25-10				9	0 0
JOR	Acct: C	ĩ				50-10-10 64 03			44 6 71	50-13-10	722 01/2 X 50-13-10 X	38-25-10 E		ĩ		50-25-10 50-25-10 B	S.				6
-	1 : Oper	55-5-5		25#		23		02 ^{ld} 60-7 ³	hO¢ %et	Š	725 50-1	38-2 B29	50-13 10	40-25-5	50-10	Š.,	50-10-5	B)	3,3,3	240	
(OTO EUTO)	t; Consig				-10		st 11 ee					/go1-				ىد					
OIS	:Op.Ac				40-25-10		us¢ Net Franchiee					40-25-10g/		0		hOf Net					
CER'L TERMS	Acet.	2/10 R/30		2/10 B/30	2/10 8/30	D13 D12	020	12.6 12.6	24 15 Prox E or	8	2/10 15 Prox	24	2/10 Prox	2/10,1/30	2/10-25 8/30		2/13Prox 8/60	2/10	2/10 1/10	× /6 °0¥	
	count :				10 14		-	8%(s) I	(O Dr 100	S S	C 64	А	50-10 10-10	8	() BB		Cui sec i		mi n	ų.	
	erne :			2/12 18/30		20					22	M		2/10-25 x/30	2/10-25	2/10-25 8/30		다. 전 0 1 전 0 1	9		
SET MADUFACTURERS 1,000,000 per year		9		P .37 2/		.38 25	х В	.37 B2	.37 05	.37 p13	.37 2/10 #/30	.37 038	1.60 10th Prox	.37 2/ ×/	.38 2/	/H 2/	;	.36 24 Cauch	() _E		
100	iList: Over: Less : Terms :	9 00		a.									1						99 Nose Second		
	Libeti	2.00		1.10	8.3	-99	• 39	1.10	1,105	1.60	.99	5/6/35 1.09 D38	•66•	1.10	38€ 66°°	2,00	1.60	1.60			
DATE	Dy No.: lve :Liet:	21 11/15/33 2.00 None Bono		4/30/35 1.10	12/21/33	5/16/35	98/01/9	4/25/35	6/8/35	4/15/35	4/30/35	5/6/35	4/1/35	6/3/35	4/29/35	45/6/1	8/24/34 1.60	1.00 1.00 1.00 1.00 1.00	4/29/35		
	W No. :	21 12		- -	2 17	m	а	9	10	6	11	21	n	17	15 4	16	17 8		21 4		
10	_ a																				

Sec latter rust of Amendia A. Part 3 for legerd of symbols used on this chart. TACORD

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Appendig A Part 9 Bothers Beetles A Page 1

	BXHVE		Eo delivery terms		This company files. Int and not on quantity orders which is unusual	These two companies to business so Arror, filet & Bageron, and first fillings ways appared, Bowewar, later fillings on filling a way filling on		No delivery terms		Same delivery is epocified for Floissais, Class J and P.L.& S.	Quoted net to Syndi- cete 10/23 under T.D. This expired 11.20 And mes not repeated. Do not quote Syndicate		*Zone* 1 - not in 2 d 3 2 - Pro, Col., May Lastic, El Pano 3 - Lont, Idaho, Utah Art: Bahl, Oragen, Bayada & Chilfornia				Thide T.D. had filed close J price not which gree Lorby, less than distributions not. Class J filed 4/2/34
	DELIVERS	DISTRIBUTAR STEDICARE BUISE		4	A*(see note hest page)	4	4		4		4	F. A. regardless weight to H.T.C., Weight vo H.T.C., Kobolen, Onlong (See discount)		4	4	4	4
4	a	ALL	2/10 prox 30 net		Note 2515th prox. nut 60 on quantity orders						2/10 prox.		2/10 days F.A. net 30 e 88. 2on F.A. net	2/10 prox. net 30	÷	2/10 prox. net 30	
V & R R R R AGA AGA A A A A A A A A A A A A	99 30 84 61	OLSTRIBUTOR TROLISALE STRDICATE CLASS 1 P.L.A.S.		-2nd ero.	d.o.1.	. Ghd mo.	or, 2nd mo,		/25 0 proz.	bh. 2/10 d.o.1. net 30	эх. ?/10 daye леt 30	2/10 2.0.4.	• • •		A. proz.		й,
7 7		SOCKETS DISTRIBU		C 2/10 prox, not 10-2nd r	1 5% 15th prox. mat 50 d.o.1.	c 2/10 proz. nst 10-2nd mo.	C 2/10 pros. net 10-2nd c	н	c 25, 1-15/25 16-31/10 prox. mt 30	C 2/10 prbs.	C 2/10 prox, not 60	н	c 12/10 days 10/30 days	н	I 2/10 prox. net 25th prox.		I 2/10 prox.
		MINE QUANTITY	Std.50-5 L.8td-45		Std.met(11st Ret par C less dist. reduced on disc.) lots up to 1000 1001-5000 5001-10000 ower 10000					Sems we Let quoted Distrib- on several uters [tens (most sectors are porcelen) on L. brais	884. 50-5 Ga. 45		15.815. 15. 15. 15. 15. 15. 15. 15. 15. 15.	# 2 2		· 2	. oz
	90 £4	COMPETING P.L.A.S.		Quote Op to Dist.	Quote Up to Blet. Flue 20%	Quo te	₹wo te	Quo te		Quote 20% on net	ero estado			Quoto Up to mit lere 25,0			Quete Olet, 50° t Hot worm takn 20°,
H	8 1 0 0 0 E E C					Net quoted on 22 sectors on 2 basis List on C clee	Not quoted on 22 sectors on M basic List on C 21so		Het on 20 item on C basie	Some na Distributore		5% off net on whee, chite- merks,					
		DISTRIBUTOR TRULLSALE STATICARY CLASS J		3td.50-5 Ch. 45 Ch. 45 Ch. 44 Ch. 44 A (400 note 144 page)	266, 200 Lour Std. 45	8.9 A 8.5 Å 4	std, 50 cn, 40 Lcs, 30	\$td. 50-5	8.7.2	8td, 50 1 \$15-20; cn. 40 15-60-30 LCe. 30 \$60-40\$	3td, 50-5 L 315-20-5, cn, 45 15-60/30-5 Len, 35 \$60-40-5	0 %C	On whee, eblp. 1. 419-25 1. 419-25 1. 10-100-30 1.00-3		라 연조		\$
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at A Part 9	Section A Page 2	(A)	Note: Effective Jun. 12, 1934, this was first filling				Used same in thods on w.D. filing	Under M.D. filed list shee and quoted to Dist, only	The threat quoted not to the production of the production to the thorn to the threat \$7,00/c or up to \$15/c			A *Classification 3x all, in Discount lieu of f.s.	On w.D. filled not to synd, which may still be in effect				vers. "Lidiretes suply on orders over 50 (1)2 net lists pub-1ished, one applying Test of Mockies and	one Reat of Bockles. Do not allow freight unless shipped from	inctory,
Append	, v	TRATISO	DISPRIBUTOR STAILOATE BUTER F.A. up to 8.90/100 hs. \$.90/100 \$5.90/100 hs.	4	∢	-4		F.A. last 1009 G.T.C., Wersark Ebboxon, J.C. Chicego, D. P.C. Cantego, D. P.C. San Francisco,	F.A. Less 1967, March 1967, Ma	∢ <	٩		چ.	⋖	4	4	r. Delivered(1) (1) Delivere.	Except on shipmonts from	workhouses
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	LLL DECEMBERIZ, 1933	24 K W W W W W W W W W W W W W W W W W W	PISTREBUTOR DECEMBE STATE STORE STOR	/10 prox. 2/10 days at follow.lota met follow.	2/10 prox. net 50 from &.C.i.,	2/10 prox net 60	2- Involos 1-15 payable 25th 16-31 payable 10th prox.	2/10 prox 2/10 net 50	2/10 E.c.i., "Etc.i."	2/10 pror. 2/10 d.o.1. net 70 3.C.11.net 30	2/10 prox. net 10th End -onth		2/10 prox. net 60	2/10 prox. net 60	2/10 proz. net 50	2/10 prox.	5/10 prox. net 30	2, 1-15/25 10-31-10 plax,	
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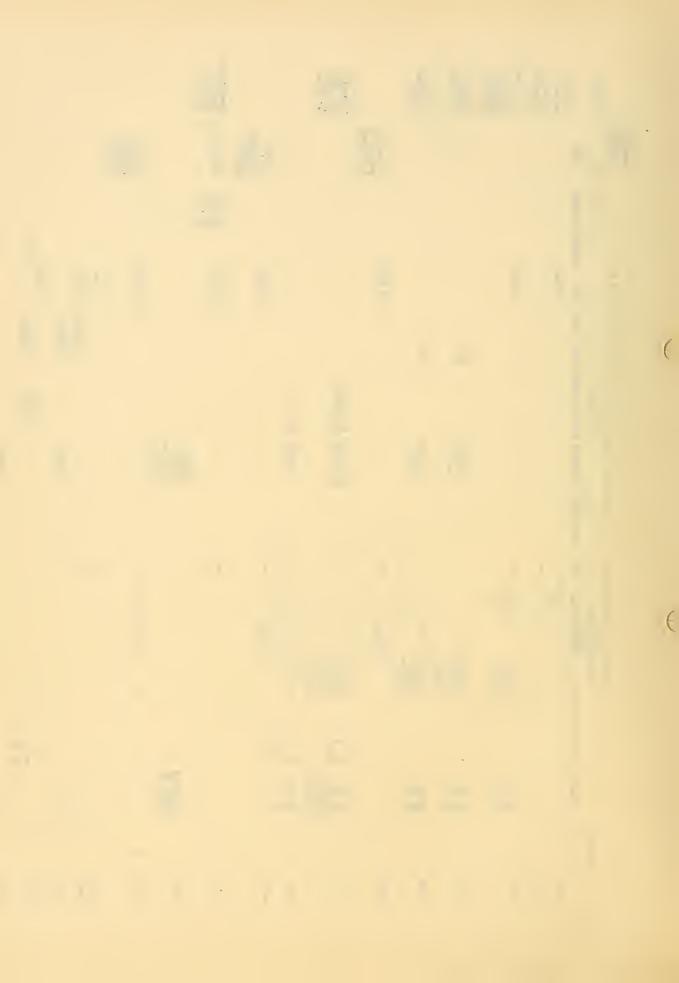
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	REVARES				"Company has very distinctive system of variable discounts	based on quantity as	rocket. Species from 25% - 50-10%						
		BUYCH			*no shipping allorance								
	DELITERY	DISTRIBUTOR STADICALE	7.4 11m 10 \$.90/										
		STIDICATE CLASS J P.L. & S. BUYER											
100 a see a	n s	OLESAIR SPIDICATE CLAS	2/10 prox,										
	SHRAL	DISTRIBUTOR THOLESALE	2/10 prox.	1/10	net 30								
		COLPETING ALL S. BUTCH QUARTITY SOCKETS.	O	I			or value package quantities	stant 1 standard ne will be billed	Freight allowed . Express allowed	dicates that the lete line of late line.		re necessary, thus: t if paid in full . F# 1-15/25, ount on invoices	
	DISCOUNTS	CLASS J LANUFACTURERS P.	Dist. discount plus up to 50% additional			DIN SOTT	P.AYrekert allowance Stat Regardless to overlight or value Stat Osteror quantities Co Less than thanker package quantities LOs Less than thanker	*A* under DISCOUNTS indicates that 1 standard package plus 5 or more cartons will be billed at standard package rates.	as under DELIVERY indicates Freight allowed on abipments over 100 pounds. Express allowed at freight rates.	Under LIMP OF SCORETS "!" indicates that the company does not list a complete line of sockets - "C" denotes a complete line.	# is used in place of "plus",	Dader TREES abbreviotions were necessary, thus: 2/10 d.o.i. mense 25 discount if paid in full 10 days from date of invoice, 25 i-15/25, 16-31/10 prox. mens 25 discount on invoices dated let to the 15th	
	A)	E SYNDICATE	Mational Farehouse 50-5 Drop ship 50 Regional				NOTE:						
		DISTRIBUTION THOLESALE STIDICATE CLASS J	std. 50-5	• (10)									
	7 7 C 81	LIST IET	м	×									
			Co. 182	Co. #33									



	REMARKS		Fo delivery specified	*10% added for less than std. ordere	Net price sheete have been quoted for 50% of line. Original list apparantly ef- fective for re- malader.	They added items to original Class Wys sheet	Items added to original Class als sheet		ollo mene to- voice dated let to 15th, 25 of payment made by 25th, etc.			ekemerk, Koboken, Jeresy City, Philadelphim, Chicago, San Francisco					_			
Appuntate A Part 9 Sockate Sockate Bentlen A		THE STEE		• = 0	34 A D O H B .	R & C	64 O #	M.T., Chicago, San Fran., Los Angeles, regard- less of weight	4 PANET	•	F.A. 100¢ n. \$60 net M.T. Ghicego A Los Angeles regardless	or/#60 net value		A or \$60 J.A./H.W.V. Jeresy City, Chicago, Los Angeles, San Francisco	•	٠,	4			
	DRLIVER	DISTRIBUTOR STEDICATE				•				4		F.A. 50 lbs. or 1f \$30 net value F.A./R.F.T.						•		
2 D O R O	;		2/10 prox. net 30 days.		2/15 prox. net 30 days.			2/10 prox. net 60 days.			2/10 prox. net 60 days.	2/15 prox. not 50 daye.		2/10 prox. pet 60 daye	2/10 prex.	2/10 prox. net yo daye		2/10 prox. net 30 days (Thee) A		
		STASS J P. L. S.S. BUTTER				2/10 prox. net 60	2/10 prox. net 60									2/10 prox. net 60 deye.	2/10 prox. not 60 days	2/10 prox.	net 60 days	
H H D O O H H H O C H H H O	10 M	DISTRIBUTION THOLESALE STRDICATE							% 1/15 on 25th 2% 1/15 on 25th 16-31-10 arex. 16-31-10 prex.* 30 net. 30 net	2/10 d.o.1, net 30								25 10-4.0.4.	daye net	
						2/10 prox. net 10-End month	2/10 prox. net 10-2nd month		2% 1/15 on 25th 16-31-10 prox. 30 net	2/10 prex. net 30			Beenle 5/10 daye 1-15/25th 16-31/10 prox. all 5% 30 daye net				2/10 pror. net 60			2/15 prox. net 60
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					364. 50-5 6n. 45 Lon. 30	Std. 50 Cn. 40	8td. 50 cm. 40 LCa. 30		std. 50 Cm. 40 Lcm. 30 (Optional disc. of 740 assuming responsibility)	\$ 6 5 \$ 6 5 \$ 5 8			List Value up to \$15, - 25f. 15-100 - 30f. over 100 -35f				std. 50			3
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Appendix A Part 9 Sockete ORUP Section A Pack 5 Pack 5	I B S A I T S G	ALL	(Whee) A 7.4 over 959 East of Rocktee Chart shipments allowed up to \$1,30 per 100	F.A. R.F.T. F.A. 50¢ II., Phila, Chi. or more on Seattle San, Fran. net vol. \$30	2% 10 R.O.M. net 60 days	•	2/15 pros. 4 or \$60 2.4. 504 par 18. 17. 10. 10. 10. 10. 10. 10. 10. 10. 10. 10	2/10 E.O.N. 35 all.in not 60 days 13en of F.A.	2/15 prox. A over \$60 Over 500 or A nat 60 days over \$50 nat Over \$60	2/10 prox.	A A or \$60	•		Except on shipmote from save- bouse	# or \$60 # 1, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2,	No shipping allowances				
	o a a	Elemente melesale stantate class, Pless. 2/15 prot net 66 days	2/10 prox. net 60 days	2/10 prox. 2/10 prox. pot 60 days.		2/10 prox. 2/10 d.o.1, 2/10 prox. nst 30 E.O.E. nst 30 nst 30 E.O.E.					8/10 prox, 2/10 prox, net 30 K.O.M. net 30	2/10 prex. us: 30 days.		25 1-15/25 16-31 10 prox	2/lo pros.	1/10 net 30 days				
OSOFFIRI		LAS. BUTOR QUARTITY SOCIETS	ы	ped.	50458 C	IAmt C Mot	Nec	ш	υ # # #	No t		₩ Q	**	O	ပ	м	ites. midard package plus 5 or more ge rates.	lowed on shipments over 100	set the company does not list a complete line.	7, thus: 2/10 d.o.'1, means 2% ite of imvoice, 2% 1-15/25, itces dated let to the 157b.
Z I I A L V I L I S	DISCOUNTS	CATE CLASS J LAUTACTURGES P.L.E.S.		Ωφ.t.		List List I A A Het Het N	Quote up to 25%	Cless.5% Quote				agl filling sade) quate up to Dist. # 30%	nel Fillog Made)			discort	7.4Freight allowance Sire, Separations of weight ar value Sul., Standard Pachage On Carton Quantities Lid., Jose than standard pachage quantities. Lid., Jose than standard pachage quantities are under piscologisty indicates that I standard pachage areas, cartons will be billed at standard pachage rates.	*A* undar DELIVERI indicates Fraight allowed on shipments over 100 pounds. Express allowed at Fraight rates.	Under "LINE OF SOCIETS" "I" indicates that the company does not list a complete line of societs. "C" denotes a complete line.	y as used in process in place. As above TREMS, abbveylettons were pacessary, thus: 2/10 d.o.'l, means 55 discount if pad in fall 10 days from date of twooles, 55 l-15/25, 16-31/10 prox. means 25 discount on involces dated let to the 193b.
		L SELECTOR SELECTION CLASS J	%et 16 2/%en eomo 1tece	20 pg		Std. 50 L.\$15-20 50. 40 15-60 30 25a. 30 \$60-40	\$ e.	Glass. 5% Cle			3td. 50–5 0n. 45 1.0n. 30	NO FILES (Obly Original Filing Made) 8145 - 50 52. 40 4. 4.	NO FILES (Only Original Pillog Mada)	244. 50 0n. 45 LCs. 40	21 0 M	Jobber	F.A7 BOTE: Std Co L.C.A1	m *A* pounds	Under a comp	
	P R C E		Co. #19 x	K 60. ₱30	Co. #21 x	Co. 422 A K	. 60, P 23	₹# .83	60. #25	Co. #26	Co. #27 x	Co. #28 . x	o. #30	6. 931	60, #32	00. F33 X				276

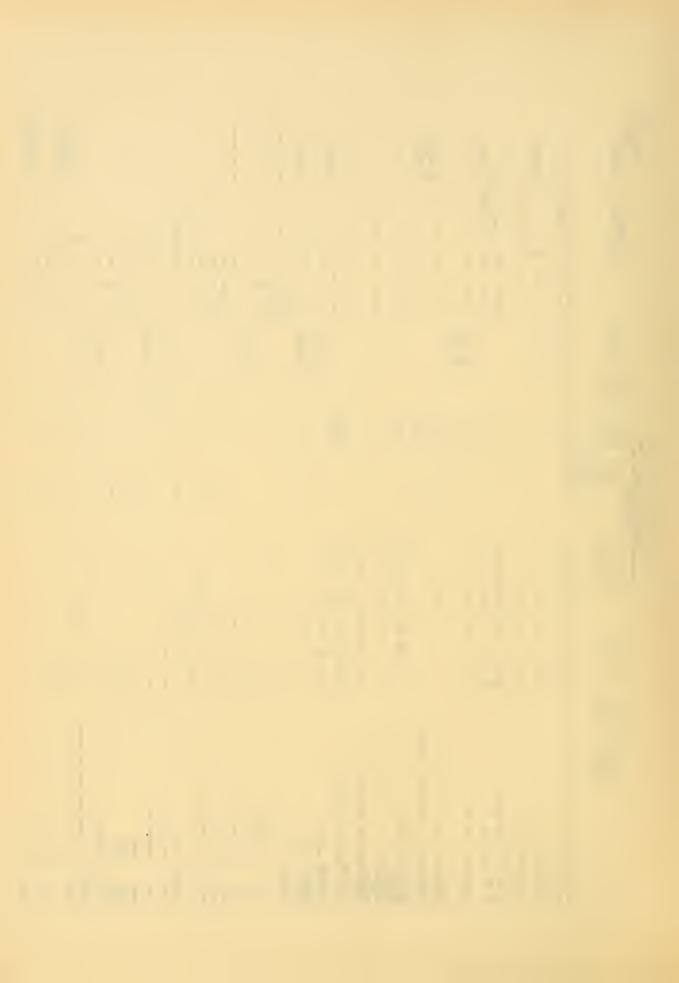




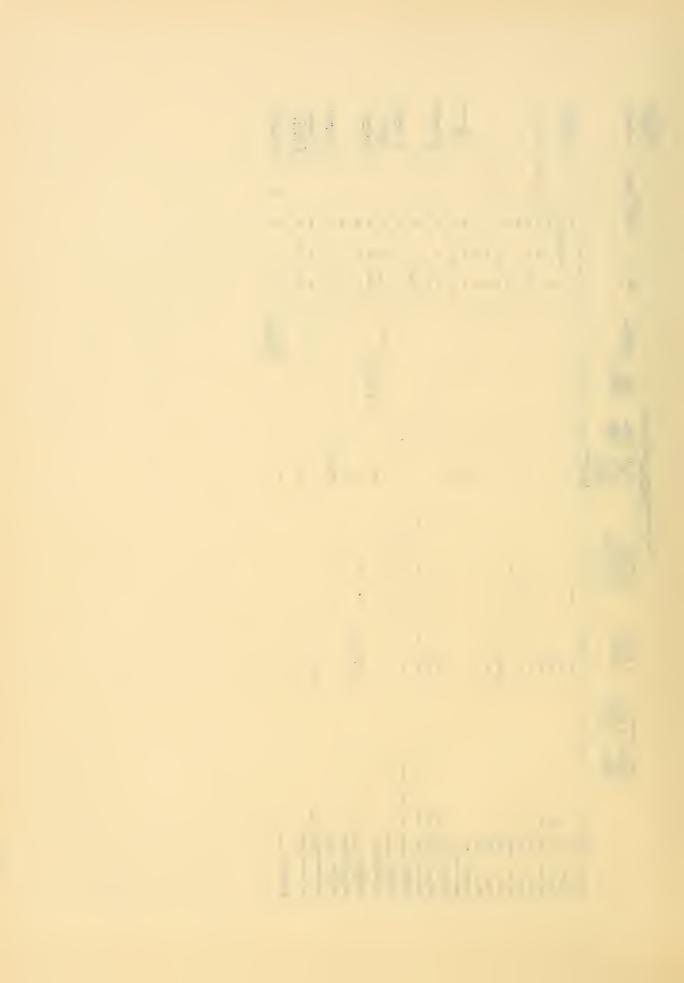


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#6-(4-9-C-D- E-P-0-E-I-J- 12-10-3) 4- I-1)	A- 1 to 5 appliances 355 - 6 or more 35 - 5p						C-Mat	Scattle			2 Count	103	Frt, sllowed 100 lbs.or over	
	\$6-40-10-5	8-50-10	£1-05-3	01-01 01-01	10-10	7-40 B-45-		1,0-10-5			2 10Frox 3	ą.		
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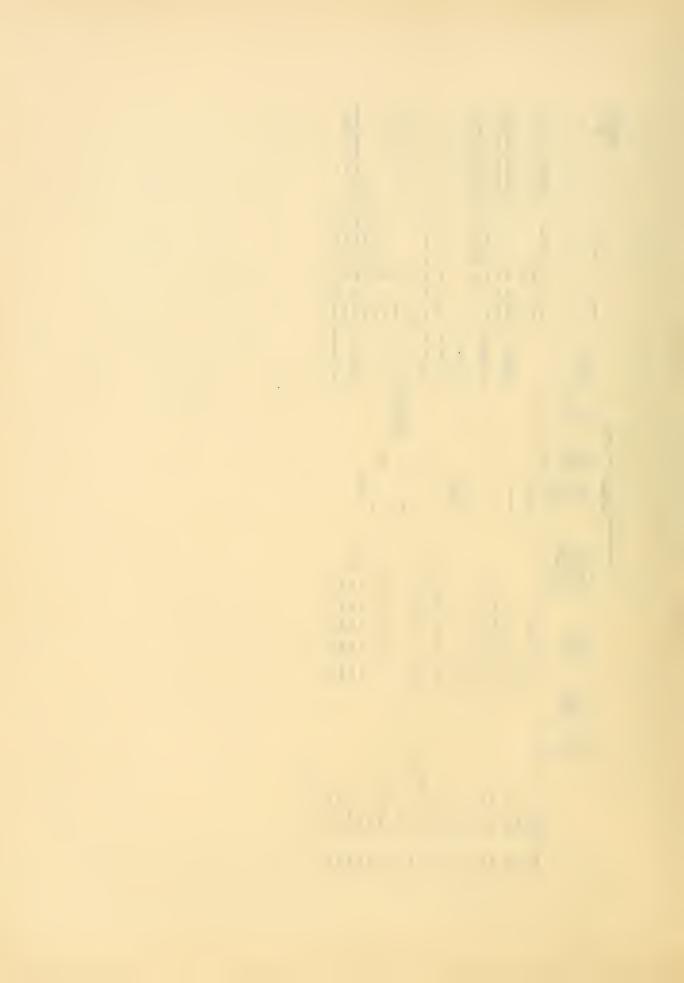


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Appendix B Part 10 Den. Real. Appl. Section A

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LOWIST A.D HIGHLAL PRICES, MINCERIC MAND - INDIES (Reguler fordly Sire)

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Appendix B Part 10 Domestic Besting Appliances Section b page 1 10% Adv. d Seles Prom.Allowance do los Adv.Allow-ance Demon-strations.etc lo, Adv & Seles Prom, Allowance 10% tov & Sales Prom, Allowance 715 Adv.& Sales Prom Allowance 71% Adv.& Salos Prom, Allowance Prom, Allowence 75 Adv 8 Selos 121% Adv.Sales Prom. do 71% Adv.Sales Prom. 15% Demo. Beles Rffort l'usales Prom. ADDITIONAL ALLOWANCES 176 'dv. Prom 5% off dealer price for 5,000 or more items during year DISC.ONLY Up to 10% depending on mantity purchesed A 1.24 (10M or more) A. QUANTITY D B. MAXILUM C. MINIMUM C. 70 C. 2.25 iet 10 2 c.62 c 1.25 3. HOUSES 50-10 50-10 50-10 50-10-71 1.35 33.4.07 1.35 3.57 50-10 4.07 8 3 1,00-20-7 1,00-20-1.35 CEALN 228 10 10-5 50-10 10.4 15.5 513 3.58 22 8 50-10-72 50-10-72 50-10-73 DEPT 1-10 50-5 3.58 50-10 16.5 3350 1.35 2 200 3,57 14.07 22 3 NET PRICES OF DISCUSS TO: DEALER A-DIST UTILI-HULLARGE B-JORDRER TIES 10-10 20-10 33 25.35 3.58 ₹°0° 3.57 R 200 R 1.58 Higher priced items discontinued # 40-20-5 # 40-20 A. 1.78 20-5 AB 50 AB 1.28 AB 3.92 1,28 A.50-10 (A.50-10 (B. 50-10 A-50-10 A-3.30 A-4.15 .90-20% 325 3.43 52.7 3.77 50-10 35 96, 7.37 1.35 9 50-10 2.33 22.3 3 32 33 R 3 EFFECT LIST DATE PRICE 2.95 5.33 25.55.25 2.25 2.50 3.25 6.50 6.50 4.5 4.95 5.55 4.95 7.95 % Ho t 10/20/34 1/20/34 3/11/35 4/19/35 1/18/35 8/51/3h 2/23/35 4/25/35 2/21/35 3/19/35 5/13/34 2/21/35 3/59/34 3/28/34 9/10/35 5/5/35 2/1/6/32 9/6/34 4/20/35 3/2/35 1/12/34 9/5/42/6 2/4/35 1/1/35 10/8/34 10/6/34 Dealer's 2. extra 54-\$50 order,105-\$200 order, ADDITIONAL ALLOWANCES ("lorge retail " (accounte " *Includes 1,00 trade in allowance A-Up to 10% depending on quantity purchased EXPLOYED TIMES BY DISCOURTS TO: DEAT CRAIN LAIL ORDER A, QUANTIET DISCOURT EXTERNAL LIST DALEGE TIMES STORES SHORES BUSINS S. MATANA. "(3.06 less than 6) C-2,50 0 1.15 6-1.15 C-. b2 673. 9.9 8.8 69.-0 B-50 95 40-10-5 40-10-10 40-10-10 10-10 10-10-2 10-10-5 50-10 50-10 SP40 X-10 2 (Tocal to-10-5(to-105 50 (Matl 50 3 B 10-5-12 10-5-12 40-10-5 40-10-5 8 子 40-10 40-10 40-10 40-10 5-5 R 2 R 10-10 3 3.8 3.06 10-10 2.97 R 9 8 40-10-5 40-10-5 10-10-5 21-5-01 10-10 10-10 30,75 2,46 3.8 न् नु 15.97 2 ያ A. 50-10 4.1.80-5% 3.60-5% (B. %-15 B. 50 35-50-5 28 #. 504° 3.15-52 A.2.55 A.3.60 2.90 30 3.98 Xet.75 2296 4 M Only one model listed 40-10-5 2.27.28 33 3 3.06 2. tt 8.8 3.15 옸 R 35 3 3 ORIGINAL PILIPO 2.50 1.50 5.75 82.3 (3.35 3.50 8.95 3.25 12/30/33 3.95 3.8 8.75 12/30/33 12/30/33 12/30/33 12/30/33 12/30/33 2/12/34 1/25/34 1/20/1 1/28/34 12/30/33 12/30/33 12/30/33 12/30/34 2/12/34 12/30/33 12/30/33 12/30/33 12/30/33 12/30/33 12/30/33 12/30/33 12/30/33 12/30/34 12/30/33 2/2/34 11/6/11 12/30/33 1/11/1 1/11/1 COLPANT

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Appendir # Part 11 Food Service Equipment West Choppere	1								The bears trading allowance may be the cressed may be the ore machine. One payments and installments weet to kell or ears		Discounts may not fibe untill											Same es original filing,						also have multiple sales	
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DIST & DEALERS IN EVENERS POUTF. CO. DEED PROFESSION. THUR IS ALLOHABLES CRICIPAL FILLEGE -/10/5% -/11/7% 8500 8725 a 24-10 T 0.8 Wes XX 30 days . Also B and OF INDIAL PRINTS On bosts of not less than cost \$/7/% 6/11/% 4300 \$160 № 10 % 0 W. cos 30 4/20/14 4/20/14 \$140 \$140 15 - 30 days 25% hels - bal 10 equal mo onguents lus interest Other prices quoted for 26 at 10% cran T 27 9/10/34 9/11/74 6100 6165 Fetail sales -6-10 or 11 10% ceab - nal is 10 aqual so cappetes Theore manges to be saided for time over 10mcs up to 24 ms D 26 30 days R 6 1 26 10th prox 7/6/% 7/6/% \$400 \$125 26 16 days Not 30 days \$11 Actual resale walue 1/11/34 1/11/34 \$265 \$140 26 10 days Vot VO tays Will 205 10days - 245 10 204 *Odays - 274 10 204 104ays 274 days - 275 ccsb 104ays :255csab PINAL PILITOR *5f eight lots "Then d agle wurchase total \$500 to \$1000 list of del within a calendar year as addi-tional 5% discorned will be alleved. The sea-*1000 as additional 10% will be clived. "Thade purchase \$500 to \$1000 - 70% relate single wurchase \$500 or cover 20% relate =2-9/23/44-10/1/3k-1500-1875 Scam as original falling dame as original filling filling Same we wrig Same se orig Seam we orig Same so orig Sime so orig filing filing 3/18/th \$175.25 497.50 24.10 days Not 10 13 206 coah - bel is 11 me page Same se original prote - umpais hal 66 filing 25% from 8 9/24/74 10/6/74 \$265 \$140 24 1016 prox Ret 30 III 10% cash hal to 12 equal no rayments with 5% finesce theres 25 A 10 10 9/22/th 10/2/th 5th0 5150 C D B 1 6 0 - 76 MH 23 17/26/34 1/5/35 etho 1155 game as original filling Same se original fillip 76 5/14/35 5/24/35 \$150 \$100 Scar ne original filiag DELIVERY TERMS AND THE IS STREET. Sear as original 10% - 10days 120% 10days 10% - 38 days 1246 -10 days 10% -104aye 1244 104aye 5006018 DELEVERY TERMS 33 4/6/35 4/46/35 \$285 \$35 ** Sair as orig Same as orig Delivered prices quoted east of Decree. Shor na orig Same as orig Same as orig Delivered prices quoted for mestern section (territory set of Montana, Ryoning, Colorado, New Mexico, and Texas) and western section (territory west of and including Montana, Ryoning, Colorado, New Maxico, and Texas). SILVER BURELSHERS F.O.B. factory. freight allowed to destination. F.O.B. factory - freight allowed east of Nockiss. Mithold Co. so. Spring that with the first on a less on and the Section labor Section by Mithold the Co. sales of all the section labor Section by Mithold Section 1992 and the S U. S GOTE JOHNNES REST & HOTELS ASSOT ORIGINAL PILIBOR ORIGINAL FILINGS 25% ceak J% added to bal. Becommended 20% of cost of new when hal is to be paid in machine $12 \times mo$ pay -18 10 mo add 64-18 6 mo, add <math display="inline">166/10/54 6/11/54 \$1515 \$189 26 10th pros Not 30 days F.O.P. factory - freight propaid on each with order shippoints. 7.0.8. Hearest bhipping Feint - When shippents are made firest from freetory to evaluate, the company pays the freight be the existence searest shipping point. When shippents are made from calse agony to outcome, the sustoner pays the freight-prices quoted for fastern and Nestern sections. 5/29/% 5/29/34 \$225 \$350 55 cosh - 25 10daye [1]: Usual finance charge for So seation large warb 25 & 10 Small orch Actual result value Delivered prices quoted for any point in U. S. East of the Misclesippi River and between the Canadian line and the Gulf, St. Deals being par point - me shipment wheat of the Miscles River freight allowed at rate of \$1.00 per 100 lbs. To West Coast points wit tabe Panasa Canal, freight is prepaid. 7/7/74 7/17/94 \$495 \$135 0 - 26-10 days wet III Ilet 10 days 4 - 56 ceab 6 to 10 stores 25 105 11 - 25 stores 204 26 - 100 stores 264 Control via the Parkan Const, Project in President Control via the Parkan Const, Project in Department of the Parkan Const, Parkan Const, Cons 10/h/3h 10/15/5h \$200 \$150 16 10 days set 30 118 1/3 of ent. 30 days 1/3 of ent. 60 days 1/3 of est. 90 days 2/23/34 4/23/34 \$2795 \$225 36 lotb prox set To mention 50 days 256 does bul is no notes. No sentice bearing 66 interest (not 5/29/Va 5/29/Va 8225 \$150 26 - 10 days Det 177 List VO days 5% cash Prices quoted <...).0. Featory or Marshouse with freight allowed to all realized freight stations within the confine of the Culted States. Prorised we are allowed to salout.

(1) Nathod of transportation (3) Provided unit shipments with 100 lbs. or more. PIRAL FILINGS 25% coah hel. in 11 or less 20% of coat of max numbers to user equal mor manuses a Timane- (4); Jobber (8) ollowed ortra 10% charge at rate of 64 pr max. From sholerals is lende morous or unpaid beliance. 1/8/10 3/18/35 \$20.0 \$245 24 10 days cst 11 30 days F.O.E. Chicago and New York. (Factory in Cicero, 212.) 5/14/35 5/24/35 \$200 1245 25 10 days are F=0.8. fmetory but freight may be deducted from let installments. Freight propoid on seah with order all pmants. Some or original filling Some so original filling 10/17/34 10/27/34 \$750 \$145 24 10 days set to days 20% fowm - bal, in no motes No mention not to exceed 12 mos. Plas normal finance obvrgs. Dallyword prices quoted meat of Denver, for all pments meet of Denver add \$5.00 per amobins. Delivered prices quoted for Eastern section (east of Montana, Ryoning, Coloredo, New Marico, and Texas) and Hestern section (set of and including Montana, Ryoning, Doloredo, Mariet and Texas). 9/20/04 10/1/04 #2400 \$190 Same on Priginal TYII2 filing 25 # 10 Delivered Leasettc and Pacific prices queted.
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Articose, California, Jaho, Montare, Sevan,
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		CALLLY TAXIBLES	with on all		orcess le					10 Per 10	\$10) hel	A) 10 CM.	*14b0a1	nors than	SECURE STREET	at he con-	Parete est				\$25 62we bal 12 equal no. payment	16 0 m.		1
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	AT COMMENT		\$10 does and \$10 wer movie on ell agent 2 type which to \$20 does	and \$20 ner nouth	lof each - hal not to exceed MF months - lof off hel if cald eithin 50 days from date of white.	de nontina	115 dome \$10 any wooth	St mention	No mration	10f cash - hal, to 10 equal no. mayments Finymer to be added for there ever 10 see up to 24 so	106 caul fa	10 00¢ 801a	lof cads - tof neid no atthout between the rge.	106 took -		weeking topicalments must be commissed althic 20 or from date of delivery	106 down bal 17 on separate and 66 flance oberge	Man or original filling	de prestive	Same as Original filling	\$25 62we ba.	Orders of \$ 80. pay\$1 \$701 Acres	\$700 or lee	
	AND PERSONS CHARACTERS AND STREET STR		To sestion		To mention	So motive			To neotion		We nearlon							Pare or orig		State or original				
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	5		9 050	2		1.90 × 10	101 0613	95 010	#13% #	25 m 25 m			KD 90 104	901 0529		002	062	69.95	20 M	Sile Base		\$5 06 tal	25 ETSI	
			8		96	8350	\$10.0	\$160	\$565	Ę	62.0		8475	#1m0		06490	064.0	8289	Ē	15/21	8228	10 at	0963	
	British		h/11/4		96/H2/0	b/11/4	4/11/9	1/2/1	1/11/1	14/11/4	16/11/96		b/13/96			9/3/24	# 122/6	13/23/48	nt/6/01	2/2/14	10/1/01	84/61/2	B/6/19	
	MILION STATE		16/4		98/82/9	16/1/19	6/11/9	1/11/1	1/10/34	47.01/4	h/11/4		16/6/10	16/12/1		16/62/9	9/25/6	12/11/94	4/ ×/6	3/52/4	47/40/6	\$4/6/2	b/14/3b	9844
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	Ri	3	3		~	3	Pe	~	3		~			2										



Appendix B Part 12 L aminated Phenolic Products Section s.

COMPARISON OF DISCOURTS

LAWIEATED PERSOLIC PRODUCTS

COMPARISON OF DISCOURTS LANIBATED PRESCRIC PRODUCTS

			£	ANIFATED DE	REDITC SECOND	C T 8								<u>i. A M</u>	IBAZ.	ED PRESOLIC PRODUCTS			
		* * * * * * * * * * * * * * * * * * * *	Grade S Added						RODS							773110			
	ORIGINAL.	June 5, 193h	November 19,1934	Ftbreer 23,1935	April 6.1935		ORIGINAL	· · · · · · · · · · · · · · · · · · ·	Jupe 5, 1914		February 1, 3935		ORIGINAL			March 10, 1934 Grade *S* Added	June 5, 1934	Auro et 13, 1939	Zebroary 23, 1935
OWNER IN	STOR 3R-18 50 50-299 100	15y (pounds)	50 50-299 100	50.	50-299 100	GRADA 50	50-199	200-499 500	50 50-199 200-1999	500		GRADE 501	50-1991	200-1499 1	5001	50' 50-199' 200-499' 500'	501 50-1991 200-199 5001	25001 00 Oply	\
_5	x.xe	57 62 67 42 48 55 26 37 45 52 55 57		Add 16 2/3\$ to maxisum discount all grades		TX U.8 C 28 L 15 UP 20	52 32 19 24	1scounts 55 57 36 18 26 26 28 32	NO AITIMG		to maximum	X.XX 45615 C 29615 L 15615 UF 45	55&15 25/15 20&15 50	60a15 30a15 25a15 55	65415 35815 30815 60	*5%15 58415 63415 66415	Bana se original filing omitting extre 176	65 A 15	add 16 2/3% so maximum discounts, all grades.
£	*100 (*S) X	June 11, 1934	#0vember 20, 1935 75% 60% 62%	Zebruary 5, 1935 70	bril 10, 1935 75\$ 775\$	Same as Con-	any #5 excen	ot co"UF" frade	NO FILING		Esbruary 25, 1915	Same as Company (-scept no	offs or sas	Stage e	NO FILING	fune 11, 1934 - Seme se Company #5 except no "UF" or "S" grades.	x	Pebruary 25, 1935 I
11	X		Toresber 21, 1944	No mention	April 30, 1935	Same on Com-	any #6				Same as original filing	Sesso as Company	15			NO FILING	Semo ⇒s Company #8	x	No mention
10	x		January 7, 1934	Celober b, 1933 To #11 only, on others	April 22, 1915	Same as Com	any #8		Same as original filing		October 4, 1913 To \$11 only, no others.	San- as Company	8			NO FILING	Same se Company #8	x	October 4, 1977 to \$11 only, no other
<i>Z</i>]	I	June 30, 1934		February 12, 1934	WO FILING	Sema ea Cour	any #8				7ebrusy 12, 1934	Same as Corrosany	18	7		NG FILING	Jnoc 29, 1934 Same sa Company \$5 - No *UP* - *g* 50 - 53\$	1	February 12, 1934 I
23	I			Pebruary 23, 1934		Sette se Cote	may #R		MO AITIMO		February 21, 1934	Same as Company	18			NO FILING	Same on Company #6	I	7 Druggy 21, 1974 I
a	No *D* Orade	No "D" Grade		BO ALTINO	NO FILING	Samo es Com	any #8		WO PILING		NO AITTAC	Same as Company	84			NO FILING	Saze ов Стяралу ∲6	September 1, 19th E	NO FILING
2	Acril, 18. 1914 1.70 27.733 C	Type 13, 1914 Same as flifting of Arrill 18, 1934 June 14, 1934 Rev 54 68 72 64 68 72 65 55 60 36 43 50 52 55 57 June 20, 1914 Nev. Same as Co FA	Exemple: 22, 19th Same as Co. \$7 Incomber 15, 19th Same as June 20,1930	ч		April 14 15	314 Same as	Company ∲8	June 10, 1934 Same as filling of April James 20, 1934 Revi Same as Co. 48 origins; Paccaber 15, 1934 Same as filling of June 2 Paccaber 27, 1934 Same as filling of Duccab	esd filing 0.19th		April 14, 1934 50 *UF* Grade 5 5%15	56415	63415	b8&15	NO PILING	June 11. 1919 Seen on Company Pf Seehings "UP" near the loading a "Seen as filing of June 11, 1934 as filing of June 11, 1934	Ancust 27, 1914 X	х
30	x					Same as Comp	any #8		Some a c original filling			Same es Company	18			NO FILING	Some se Company #8	x	x .
33	1			WO FILING		Seme as Comm	any ##		NO PILING		NO FILING	Same as Company	F8			EG PILIEG	Same as Company #6	x	•
12		June 16, 1934 Bo *D* Grade	-			NO FILINGS O	S RODS					NO BITIMO GR ACE	LEG						
33	ж.же ыя 71 75	Fo *D* Orada			NO FILING	XX 53 0 35 1 23 WO *(IP* Ored	19 27 ie	59 63 42 44 13 35	Some se filing of Jenner	y 12, 1934	NO PILING	X.XX 58 C 38 L 35 Ho *UF* or *S* G	63 43 39 redee	69 47 43	73 51 48	January 12 1934 All grades same as Company #5 original fuling oniciting 19% "55" same as Company #5 filing Merch 10, 1934. So "UF" Grade.	Seme as Company #5, No *UT* Orade	NO PILING	ng airing
						James 12.	1974 Hawled	i Smac as Co. ∲€											
34	No "D* Granie	95		WO FILLING	WO FILING	Sear se Comp	any #8					Seme es Company	# 8			HO PILING	Same se Company #8	I	W3 F11.1WG

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9			Formpor	Formber 11, 1911	**						NO FILLING				NK.			Januare, 7, 1974	7. 3934	×	April	April 22, 1915			
2			Beginber 9, 1913	3. 1913	-						Denember 26, 1911	1877						*			NO FILTRA	7110			
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Appendix S Part 13 a Plus fuers

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OFFICE OF THE NATIONAL RECOVERY ADMINISTRATION THE DIVISION OF REVIEW

THE WORK OF THE DIVISION OF REVIEW

Executive Order No. 7075, dated June 15, 1935, established the Division of Review of the National Recovery Administration. The pertinent part of the Executive Order reads thus:

The Division of Review shall assemble, analyze, and report upon the statistical information and records of experience of the operations of the various trades and industries heretofore subject to codes of fair competition, shall study the effects of such codes upon trade, industrial and labor conditions in general, and other related matters, shall make available for the protection and promotion of the public interest an adequate review of the effects of the Administration of Title I of the National Industrial Recovery Act, and the principles and policies put into effect thereunder, and shall otherwise aid the President in carrying out his functions under the said Title. I hereby appoint Leon C. Marshall, Director of the Division of Review.

The study sections set up in the Division of Review covered these areas: industry studies, foreign trade studies, labor studies, trade practice studies, statistical studies, legal studies, administration studies, miscellaneous studies, and the writing of code histories. The materials which were produced by these sections are indicated below.

Except for the Code Histories, all items mentioned below are scheduled to be in mimeographed form by April 1, 1936.

THE CODE HISTORIES

The Code Histories are documented accounts of the formation and administration of the codes. They contain the definition of the industry and the principal products thereof; the classes of members in the industry; the history of code formation including an account of the sponsoring organizations, the conferences, negotiations and hearings which were held, and the activities in connection with obtaining approval of the code; the history of the administration of the code, covering the organization and operation of the code authority, the difficulties encountered in administration, the extent of compliance or non-compliance, and the general success or lack of success of the code, and an analysis of the operation of code provisions dealing with wages, hours, trade practices, and other provisions. These and other matters are canvassed not only in terms of the materials to be found in the files, out also in terms of the experiences of the deputies and others concerned with code formation and administration.

The Code Histories, (including histories of certain NRA units or agencies) are not mimeographed. They are to be turned over to the Department of Commerce in typewritten form, All told, approximately eight hundred and fifty (850) histories will be completed. This number includes all of the approved codes and some of the unapproved codes. (In <u>Work Materials No 18, Contents of Code Histories</u>, will be found the outline which governed the preparation of Code Histories.)

(In the case of all approved codes and also in the case of some codes not carried to final approval, there are in NRA files further materials on industries. Particularly worthy of mention are the Volumes I, II and III which constitute the material officially submitted to the President in support of the recommendation for approval of each code. These volumes 9768--1.

set forth the origination of the code, the sponsoring group, the evidence advanced to support the proposal, the report of the Division of Research and Planning on the industry, the recommendations of the various Advisory Boards, certain types of official correspondence, the transcript of the formal hearing, and other pertinent matter. There is also much official information relating to amendments, interpretations, exemptions, and other rulings. The materials mentioned in this paragraph were of course not a part of the work of the Division of Review.)

THE WORK MATERIALS SERIES

In the work of the Division of Review a considerable number of studies and compilations of data (other than those noted below in the Evidence Studies Series and the Statistical Material Series) have been made. These are listed below, grouped according to the character of the material. (In <u>Work Materials No. 17</u>, <u>Tentative Outlines and Summaries of Studies in Process</u>, these materials are fully described).

Industry Studies

Automobile Industry, An Economic Survey of

Bituminous Coal Industry under Free Competition and Code Regulation, Economic Survey of

Electrical Manufacturing Industry, The

Fertilizer Industry, The

Fishery Industry and the Fishery Codes

Fishermen and Fishing Craft, Earnings of

Foreign Trade under the National Industrial Recovery Act

Part A - Competitive Position of the United States in International Trade 1927-29 through 1934.

Part B - Section 3 (e) of NIRA and its administration.

Part C - Imports and Importing under NRA Codes.

Part D - Exports and Exporting under NRA Codes.

Forest Products Industries, Foreign Trade Study of the

Iron and Steel Industry, The

Knitting Industries, The

Leather and Shoe Industries, The

Lumber and Timber Products Industry, Economic Problems of the

Men's Clothing Industry, The

Millinery Industry, The

Motion Picture Industry, The

Migration of Industry, The: The Shift of Twenty-Five Needle Trades From New York State, 1926 to 1934

National Labor Income by Months, 1929-35

Paper Industry, The

Production, Prices, Employment and Payrolls in Industry, Agriculture and Railway Transportation, January 1923, to date

Retail Trades Study, The

Rubber Industry Study, The

Textile Industry in the United Kingdom, France, Germany, Italy, and Japan

Textile Yarns and Fabrics

Tobacco Industry, The

Wholesale Trades Study, The

Women's Neckwear and Scarf Industry, Financial and Labor Data on

9758--2



Women's Apparel Industry, Some Aspects of the

Trade Practice Studies

Commodities, Information Concerning: A Study of NRA and Related Experiences in Control Distribution, Manufacturers' Control of: Trade Practice Provisions in Selected NRA Codes

Distributive Relations in the Asbestos Industry

Design Piracy: The Problem and Its Treatment Under NRA Codes

Electrical Mfg. Industry: Price Filing Study

Fertilizer Industry: Price Filing Study

Geographical Price Relations Under Codes of Fair Competition, Control of

Minimum Price Regulation Under Codes of Fair Competition

Multiple Basing Point System in the Lime Industry: Operation of the

Price Control in the Coffee Industry

Price Filing Under NRA Codes

Production Control in the Ice Industry

Production Control, Case Studies in

Resale Price Maintenance Legislation in the United States

Retail Price Cutting, Restriction of, with special Emphasis on The Drug Industry.

Trade Practice Rules of The Federal Trade Commission (1914-1936): A classification for comparison with Trade Practice Provisions of NRA Codes.

Labor Studies

Cap and Cloth Hat Industry, Commission Report on Wage Differentials in Earnings in Selected Manufacturing Industries, by States, 1933-35

Employment, Payrolls, Hours, and Wages in 115 Selected Code Industries 1933-35

Fur Manufacturing, Commission Report on Wages and Hours in

Hours and Wages in American Industry

Labor Program Under the National Industrial Recovery Act, The

Part A. Introduction

Part B. Control of Hours and Reemployment

Part C. Control of Wages

Par' D. Control of Other Conditions of Employment

Part E. Section 7(a) of the Recovery Act

Materials in the Field of Industrial Relations

PRA Census of Employment, June, October, 1933

Puerto Rico Needlework, Homeworkers Survey

Administrative Studies

Administrative and Legal Aspects of Stays, Exemptions and Exceptions, Code Amendments, Conditional Orders of Approval

Administrative Interpretations of NRA Codes

Administrative Law and Procedure under the NIRA

Agreements Under Sections 4(a) and 7(b) of the NIRA

Approve Codes in Industry Groups, Classification of

Basic Code, the -- (Administrative Order X-61)

Code Authorities and Their Part in the Administration of the NIRA

Part A. Introduction

Part B. Nature, Composition and Organization of Code Authorities

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- Part C. Activities of the Code Authorities
- Part D. Code Authority Finances
- Pert E. Summary and Evaluation

Code Compliance Activities of the NRA

Code Making Program of the NRA in the Territories, The

Code Provisions and Related Subjects, Policy Statements Concerning

Content of NIRA Administrative Legislation

- Part A. Executive and Administrative Orders
- Part B. Labor Provisions in the Codes
- Part C. Trade Practice Provisions in the Codes
- Part D. Administrative Provisions in the Codes
- Part E. Agreements under Sections 4(a) and 7(b)
- Part F. A Type Case: The Cotton Textile Code

Labels Under NRA, A Study of

Model Code and Model Provisions for Codes, Development of

National Recovery Administration, The: A Review of 1ts Organization and Activities NRA Insignia

President's Reemployment Agreement, The

President's Reemployment Agreement, Substitutions in Connection with the

Prison Labor Problem under NRA and the Prison Compact, The

Problems of Administration in the Overlapping of Code Definitions of Industries and Trades,
Multiple Code Coverage, Classifying Individual Members of Industries and Trades

Relationship of NRA to Government Contracts and Contracts Involving the Use of Government Funds

Relationship of NRA with States and Municipalities

Sheltered Workshops Under NRA

Uncodified Industries: A Study of Factors Limiting the Code Making Program

Legal Studies

Anti-Trust Laws and Unfair Competition

Collective Bargaining Agreements, the Right of Individual Employees to Enforce
Commerce Clause, Federal Regulation of the Employer-Employee Relationship Under the
Delegation of Power, Certain Phases of the Principle of, with Reference to Federal Industrial
Regulatory Legislation

Enforcement, Extra-Judicial Methods of

Federal Regulation through the Joint Employment of the Power of Taxation and the Spending Power

Government Contract Provisions as a Means of Establishing Proper Economic Standards, Legal Memorandum on Possibility of

Industrial Relations in Australia, Regulation of

Intrastate Activities Which so Affect Interstate Commerce as to Bring them Under the Commerce Clause, Cases on

Legislative Possibilities of the State Constitutions

Post Office and Post Road Power -- Can it be Used as a Means of Federal Industrial Regulation?

State Recovery Legislation in Aid of Federal Recovery Legislation History and Analysis
Tariff Rates to Secure Proper Standards of Wages and Hours, the Possibility of Variation in
Trade Practices and the Anti-Trust Laws

Treaty Making Power of the United States

War Power, Can it be Used as a Means of Federal Regulation of Child Labor? 9768-4.



THE EVIDENCE STUDIES SERIES

The Evidence Studies were originally undertaken to gather material for pending court cases. After the Schechter decision the project was continued in order to assemble data for use in connection with the studies of the Division of Review. The data are particularly concerned with the nature, size and operations of the industry; and with the relation of the industry to interstate commerce. The industries covered by the Evidence Studies account for more than one-half of the total number of workers under codes. The list of those studies follows:

Automobile Manufacturing Industry Automotive Parts and Equipment Industry Baking Industry Boot and Shoe Manufacturing Industry Bottled Soft Drink Industry Builders' Supplies Industry Canning Industry Chemical Manufacturing Industry Cigar Manufacturing Industry Coat and Suit Industry Construction Industry Cotton Garment Industry Dress Manufacturing Industry Electrical Contracting Industry Electrical Manufacturing Industry Fabricated Metal Products Mfg. and Metal Fin- Shipbuilding Industry ishing and Metal Coating Industry Fishery Industry Furniture Manufacturing Industry General Contractors Industry Graphic Arts Industry Gray Iron Foundry Industry Hosiery Industry Infant's and Children's Wear Industry Iron and Steel Industry

Leather Industry Lumber and Timber Products Industry Mason Contractors Industry Men's Clothing Industry Motion Picture Industry Motor Vehicle Retailing Trade Needlework Industry of Puerto Rico Painting and Paperhanging Industry Photo Engraving Industry Plumbing Contracting Industry Retail Lumber Industry Retail Trade Industry Retail Tire and Battery Trade Industry Rubber Manufacturing Industry Rubber Tire Manufacturing Industry Silk Textile Industry Structural Clay Products Industry Throwing Industry Trucking Industry Waste Materials Industry Wholesale and Retail Food Industry Wholesale Fresh Fruit and Vegetable Indus-

THE STATISTICAL MATERIALS SERIES

Wool Textile Industry

This series is supplementary to the Evidence Studies Series. The reports include data on establishments, firms, employment, Payrolls, wages, hours, production capacities, shipments, sales, consumption, stocks, prices, material costs, failures, exports and imports. They also include notes on the principal qualifications that should be observed in using the data the technical methods employed, and the applicability of the material to the study of the industries concerned. The following numbers appear in the series: 9768---5.



Asphalt Shingle and Roofing Industry
Business Furniture
Candy Manufacturing Industry
Carpet and Rug Industry
Cement Industry
Cleaning and Dyeing Trade
Coffee Industry
Copper and Brass Mill Products Industry
Cotton Textile Industry
Electrical Manufacturing Industry

Fertilizer Industry
Funeral Supply Industry
Glass Container Industry
Ice Manufacturing Industry
Knitted Outerwear Industry
Paint, Varnish, and Lacquer, Mfg. Industry
Plumbing Fixtures Industry
Rayon and Synthetic Yarn Producing Industry
Salt Producing Industry

THE COVERAGE

The original, and approved, plan of the Division of Review contemplated resources sufficient (a) to prepare some 1200 histories of codes and NRA units or agencies, (b) to consolidate and index the NRA files containing some 40,000,000 pieces, (c) to engage in extensive field work, (d) to secure much aid from established statistical agencies of government, (e) to assemble a considerable number of experts in various fields, (f) to conduct approximately 25% more studies than are listed above, and (g) to prepare a comprehensive summary report.

Because of reductions made in personnel and in use of outside experts, limitation of access to field work and research agencies, and lack of jurisdiction over files, the projected plan was necessarily curtailed. The most serious curtailments were the omission of the comprehensive summary report; the dropping of certain studies and the reduction in the coverage of other studies; and the abandonment of the consolidation and indexing of the files. Fortunately, there is reason to hope that the files may yet be cared for under other auspices.

Notwithstanding these limitations, if the files are ultimately consolidated and indexed the exploration of the NRA materials will have been sufficient to make them accessible and highly useful. They constitute the largest and richest single body of information concerning the problems and operations of industry ever assembled in any nation.

L. C. Marshall,
Director, Division of Review.

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